

# The NATIONAL UNDERWRITER

THE  
*Crum and Forster*  
GROUP

FINANCIAL STATEMENT AS OF DECEMBER 31, 1952

A S S E T S \*

	UNITED STATES FIRE INS. CO.	NORTH RIVER INS. CO.	WESTCHESTER FIRE INS. CO.	U. S. BRANCH WESTERN ASSURANCE	U. S. BRANCH BRITISH AMERICA	SOUTHERN FIRE INS. CO.
Cash in Banks & Trust Companies	\$ 9,744,937	\$ 4,188,287	\$ 4,773,649	\$ 1,196,199	\$ 671,084	\$1,134,987
United States Government Bonds	39,341,709	21,602,753	21,396,005	6,641,277	3,519,382	1,962,846
Other Bonds and Stocks	43,196,576	26,796,102	27,407,802	1,451,676	1,398,720	2,102,765
Mortgage Loans on Real Estate	12,828	15,140	133,864	.....	.....	.....
Real Estate	118,749	.....	.....	.....	.....	.....
Premium Balances Receivable (Not over three months due)	4,496,930	2,588,528	2,807,345	522,955	286,202	334,762
Bills Receivable, Not Due	649,035	241,866	441,301	29,002	2,890	10,714
Interest Accrued	199,664	109,270	144,220	17,352	10,608	10,922
Other Assets	1,686,553	394,851	1,289,907	168,491	57,854	31,929
Total Admitted Assets	\$99,446,981	\$55,936,797	\$58,394,093	\$10,026,952	\$5,946,740	\$5,588,925

L I A B I L I T I E S

Reserve for Unearned Premiums	\$36,733,942	\$18,963,336	\$20,637,842	\$ 3,674,724	\$2,029,807	\$2,475,416
Reserve for Losses and Loss Expenses	9,365,891	5,642,311	6,528,759	1,413,074	715,449	566,434
Reserve for Taxes and Expenses	3,683,803	1,942,900	2,120,000	402,000	209,687	211,670
Reserve for All Other Liabilities	1,470,419	593,911	982,131	159,510	74,245	56,024
★★Contingency Reserve	859,020	620,724	648,017	162,700	79,976	40,032
Capital	3,000,000	2,000,000	2,000,000	†500,000	†500,000	750,000
Net Surplus	44,333,906	26,173,615	25,477,344	3,714,944	2,337,576	1,489,349
Surplus to Policyholders	48,192,926	28,794,339	28,125,361	4,377,644	2,917,552	2,279,381
	\$99,446,981	\$55,936,797	\$58,394,093	\$10,026,952	\$5,946,740	\$5,588,925

Bonds and Stocks are valued in accordance with the basis adopted by the National Association of Insurance Commissioners.

★Securities in statements include amounts deposited with various states, as required by law, in the following amounts: United States Fire, \$4,382,580; North River, \$3,294,718; Westchester Fire, \$3,065,773; Western Assurance, \$1,165,263; British America, \$1,141,591; Southern Fire, \$543,352.

★★Contingency Reserve represents difference between values carried in Assets and values based on December 31, 1952 market quotations.

†Statutory Deposit.

CRUM AND FORSTER, Manager

110 WILLIAM STREET, NEW YORK CITY  
WESTERN DEPARTMENT SOUTHERN DEPARTMENT VIRGINIA-CAROLINAS DEPARTMENT PACIFIC DEPARTMENT ALLEGHENY DEPARTMENT  
FREEPORT, ILLINOIS ATLANTA, GEORGIA DURHAM, NORTH CAROLINA SAN FRANCISCO, CALIFORNIA PITTSBURGH, PENNSYLVANIA



*In business it is sometimes unavoidable*

*to put temptation in a man's path*

*Employers Need* **FIDELITY BONDS**

THE TRAVELERS INDEMNITY COMPANY  
HARTFORD, CONNECTICUT

# The NATIONAL UNDERWRITER

The National Newspaper of Fire and Casualty Insurance

57th Year, No. 15  
April 9, 1953

## C.O. Pauley, Veteran Zone 5 Commissioners A. & H. Leader, To Hear Plans Not Geared to Rating Systems

### To Bow Out After Conference Annual Meeting May 4-6

C. O. Pauley, managing director of H. & A. Underwriters Conference, will retire as active head of that organization shortly after the conference annual meeting at Chicago May 4-6. He will continue with the association as senior adviser and consultant.

Mr. Pauley will make the speech at the luncheon May 5, and will present his impressions of more than 40 years of A. & H. insurance.

Mr. Pauley was born on a farm near Vinton, Iowa, in 1879 and graduated from Cornell College in 1901. He started in insurance as an A. & H. and life salesman in 1910 and four years later helped organize Central Business Men's Assn., becoming secretary and treasurer. Central Business Men's was merged with Great Northern Life, and Mr. Pauley was secretary of Great Northern until it was sold to Washington National in 1949. He served as president of International Claim Assn. in 1920-21; president of H. & A. Underwriters Conference in 1924-25; president of Insurance Economics Society in 1942-49, and was the principal organizer of Chicago Claim Assn. He succeeded the late Harold R. Gordon as managing director of the conference in 1948.

Aside from Mr. Pauley's talk, the conference program committee has announced eight other major speeches. The opening address will be delivered by Robert R. Neal, North American Accident, conference president. T. A. Sick, president of Security Mutual Life and president of American Life Convention, and Frank L. Rowland, managing director of Life Office Management Assn., will talk that morning.

A golf tournament has been scheduled for the afternoon, while the ladies will be entertained with a luncheon and fashion show.

L. L. Graham, vice-president of Business Men's Assurance, will talk on claims at the second day's session, and Ralph C. Knoblock, vice-president of Washington National, will discuss "Group Insurance in an Era of Change." Dr. H. W. Scions, medical director of Lincoln National Life, will discuss problems to be faced in the medical and hospital fields.

Other program features will be a panel discussion of level versus non-level commissions with Lyman Baldwin, vice-president of Security Life & Accident, chairman, and a talk by A. P. Dowlen, assistant vice-president of Great National Life, on the problem of obtaining a proper balance between loss of time and hospital insurance. He will outline what companies are actually doing in this connection.

The last address will be by President George S. Benson of Harding College.

### WASHINGTON SECEDES

## H. B. Larson Elected As Head of Far West Agents Conference

Harold B. Larson of Portland, Ore., was elected chairman of the Far West Agents Conference at the annual meeting at San Francisco. Everett North of Billings, Mont., was elected vice-chairman and E. W. Cragin of Las Vegas, Nev., was elected executive committeeman-at-large.

Delegates from Washington Assn. of Insurance Agents proposed a substitute constitution for the conference which would have altered it to the status of a forum. The proposal was not accepted. Therefore, because of prior instructions from the Washington association's executive committee, that association withdrew from formal participation as a member of the conference. Representatives of the Washington association, however, accepted the conference's invitation to continue attendance at all conference meetings.

Conference delegates held joint meetings one day with representatives of Pacific Board, National Bureau of Casualty Underwriters and National Automobile Underwriters Assn. to discuss various insurance matters of special interest in the far west territory.

The next day individual state association contact committees held separate meetings with their counterparts in the company organizations to review problems peculiar to their respective states.

Special guests at conference meetings were E. J. Seymour of Monroe, La., vice-president of N.A.I.A., and Arthur J. Wriston of Honolulu, who attended as an observer for producers in Hawaii.

At the close of the conference, Frank P. Middleton of Phoenix, Ariz., outgoing chairman, was accorded a standing ovation in tribute to his leadership the past year.

## Agency Insurers Eye Finer Auto BI, PDL Classes

### Signed Application Likely to Accompany Development of New Classifications

While many companies in the business are still crawling out of the well on automobile liability experience, there are definite signs that the regular agency companies are studying ways and means of meeting the competition of the big automobile specialty insurers. This is particularly true on classification plans.

The general situation in auto B.I. and P.D.L. is an appreciably reduced frequency but a still slowly rising severity countrywide, except metropolitan New York, where frequency has not improved and severity has worsened.

But, it is understood, very shortly agency companies will move to use a more refined classification system, some of them right away. For a considerable time the automobile people have been discussing the need of breaking down classes 1 and 2 further than presently is done in order to reach the owner who drives a small mileage per year and who has only two operators in the family, none of them young. Then there is likely to be further refinement in the class 2 system that will provide a more gradual buildup to the peak rate and a more gradual tapering off, as the young driver passes through the limited use of the learner, perhaps gets married, and gradually goes on to the mature driver rate. The theory here is to put the weight of cost on the really bad young driver—where it belongs—who drives all the time in an unlimited, unrestrained way. This would leave class 3 about the same.

What would be provided is a much wider range of premiums than presently obtains, so that the choicest automobile owner would get a considerably better break than he does today. On the other hand, the bad young driver would pay a heavy premium. Since there would exist a much wider range of premium, it is very likely that the new classification system would call for signed application from the owner. This would not be a warranty, but the application would have to be signed. Insurers believe that this is necessary in order to hold firm the lines established by the more refined classification.

This would tend to meet the classification competition that the agency companies are getting, and it is interesting to note that they believe they can come within reasonable range of competition range on price, but that they must meet the classification refinements that have been established by competition. They are convinced that this difference in classification is the key to the competitive headway the specialty companies have

## Late News Bulletins . . .

### Stanley Named N. Y. F.I.R.O. General Manager

H. D. Rice, general manager of New York Fire Insurance Rating Org. has retired because of ill health and H. Sumner Stanley is advanced from assistant manager to succeed him.

### Frisbee Great American Agency Chief

To succeed Secretary F. W. Mallalieu, Jr., who has assumed executive supervision of Great American's brokerage department, Richard D. Frisbee has been appointed agency superintendent in the home office. Fred R. Lehrmann, special agent, has been transferred from Pittsburgh to Harrisburg to succeed Mr. Frisbee. He has been with the company a number of years. Peter Briggs, special agent, will continue in his present capacity at Harrisburg and will be associated with Mr. Lehrmann there.

### Auto B. I. and P. D. Rates Increased in Texas

As the result of a recent hearing, automobile bodily injury and property damage rates have been increased in Texas. Garland A. Smith, casualty commissioner, says the experience on B. I. on private passenger cars has showed some improvement but there was a corresponding increase in average loss costs on P. D. in every section of the state. New combination rates are therefore established for \$5,000/\$10,000 B. I. and \$5,000 P. D. as follows:

Jefferson and Nueces counties and the city of Galveston, class 1 reduced \$1;

(CONTINUED ON PAGE 36)

(CONTINUED ON PAGE 31)

# Home Stockholders Get Fine Tidings at Centenary Parley

At the 100th annual stockholders meeting of Home, Harold V. Smith, president, reported that since the merger of its affiliate companies in July, 1948, net premiums written by Home have totaled \$843,660,112.

Citing figures for the five-year period, Mr. Smith stated that since the merger, which was considered to be one of the most constructive and forward reaching moves in the company's history, Home showed an underwriting profit of \$43,295,262, an average per year of \$8,659,052. The loss ratio during the past five-year period was a yearly average of 51%. Mr. Smith said that in the full year before the merger (1947) the combined companies showed a loss of \$3,866,681. "These figures afford ample evidence of the success of the merger, and fully justify the confidence and good judgment of the company's 50,000 stockholders who approved the move with cooperation and support unprecedented in the property insurance business."

Mr. Smith reviewed the company's growth and progress during its first 100 years and said the outlook for property insurance is one of great opportunity not merely in potential volume of coverage but in new and constructive insurance applications and techniques.

Mr. Smith noted that Home during 1952 substantially increased its premium volume and once again wrote more premiums than any other company engaged in similar lines throughout the world. At the end of 1952 the assets were the highest ever at \$396,933,148. Stock was \$20 million and surplus was \$154,077,265, resulting in a policyholder surplus of \$174,077,266. Net premiums retained were \$183,269,301.

Mr. Smith referred to the action of the directors in placing the dividend on a \$2 annual basis, payable quarterly. Previously, the dividends have been at the annual rate of \$1.80, payable semi-annually. The first dividend on the new basis, 50 cents a share will be paid May 1, to stock of record April 1. The last semi-annual dividend of 90 cents was paid Feb. 1 out of 1952 earnings.

The annual meeting was held in the H. V. Smith Museum at the head office. Owners of approximately 2,915,000 shares or 73% of the outstanding capital stock attended or were represented by proxy.

## Want Hearings on Blue Cross Rate Changes in N. C.

RALEIGH, N. C.—A bill has been introduced in North Carolina to require a public hearing on proposed rate changes of hospital service associations such as are held on most other insurance rate proposals. At present, the hospital associations file their rate with the commissioner, who may either approve or disapprove, and no hearings are required.

## License Bill in Okla.

The Oklahoma senate has passed a modified agency examination bill. The act applies to fire and casualty agents including automobile dealers.

## Heard Heads Casualty Panel at Southern Agents Conference

Manning W. Heard, president of Assn. of Casualty & Surety Companies and vice-president of Hartford Accident, will be the featured speaker on a casualty insurance panel at the Southern Agents Conference, Hollywood Beach, Fla., April 29-May 2.

The conference will hold its casualty panel Friday morning, May 1. Roscoe A. Bolton, Alexandria, La., member of the National association's casualty committee, will be moderator. Also on the panel, in addition to Mr. Heard, will be Joe H. Bandy, Nashville, chairman of the N.A.I.A.'s casualty committee; David J. Brewer, Greenwood, Miss., a member of the committee, and T. O. Carlson of National Bureau of Casualty Underwriters.

## 12 Officials Named by Mass. Indemnity

Arthur G. Carver, treasurer and general counsel, and Dr. A. B. Shoemaker, vice-president and medical director of Massachusetts Indemnity, have retired. W. LeRoy Temple has been elected vice-president and general counsel, and Rodney C. Larson, Jr., is now assistant vice-president and medical director.

A number of officials have been advanced in rank. M. L. Ross is now vice-president and chief underwriter; Harold L. Bruette becomes assistant vice-president and claim manager; Jarvis Farley is now secretary and treasurer and actuary.

Quentin R. Hopkins has been named first assistant secretary and chief accountant; C. M. Gebauer is assistant secretary and agency secretary; R. L. Peterson is assistant secretary and assistant claim manager; B. B. Caldwell, is assistant secretary and assistant underwriter; Roger Billings, Jr. is assistant secretary; Milton B. Hardin is first assistant treasurer and associate actuary, and Mildred F. Harris is assistant treasurer and I.B.M. supervisor.

In addition, Jarvis Farley, James C. McDonough, vice-president and agency director; W. Le Roy Temple and Roger Billings, Jr., were elected directors.

## Commercial Travelers Top Producers Meet at S. F.

The annual gathering of the Commercial Travelers of Utah quality production organization, the Quarter-Millionaire Club, was held at San Francisco and attended by 11 state managers and 20 general agents and their wives.

Jack Boggs, Phoenix, was elected club president. Byron Parker, Salt Lake City, is vice-president, and William Vanderwood, Boise, secretary.

The President's Cup was awarded to Ben and Russell Harrison, district managers of the home office agency at Salt Lake City. Ben Harrison, as outgoing president, presided at the club's business sessions. Speakers included Lewis T. Ellsworth, president; F. Henri Henroid, a director and Utah supreme court justice, and Frank W. Bland, Pacific Coast manager of the National Underwriter Co. There also was a full program of recreation.

A series of new hospitalization policies was announced, and Mr. Ellsworth told of plans for a new three-story home office, construction of which is to begin in a few months. The site already has been acquired.

## Balanced Budget, Tax Cut Possible: Allen

Hopes for a balanced federal budget and for a personal income tax reduction by the middle of this calendar year are held out by Clinton L. Allen, president of Aetna Fire and a director, and candidate for reelection, of U. S. Chamber of Commerce.

Personal income taxes are scheduled to drop about 10% Dec. 31. Mr. Allen said there is an opportunity for earlier relief.

"While arguments proceed in Washington and around the country as to whether budget balancing or tax cutting should come first, the fact is overlooked that both actions can and should be taken at the same time," he said.

Mr. Allen based his estimate on a budget and tax study made by the National chamber. He said that while several of the tax increases voted after the outbreak of war in Korea are due to expire in the next 12 months, the chamber's directors have recommended earlier relief for individual taxpayers.

"This means that the majority of business men are willing to let all the increased taxes on business operations, on so-called excess profits, on sales, and on corporation incomes run to their expiration date in order that the tax on personal incomes, which affects everybody, can get first attention," he said.

"It is extremely important, however, that all forms of taxes be reduced soon," he added. "The working-man's wife cannot buy clothes for the children or furnishings for the home with money which her husband must pay in taxes. The farmer cannot replace his equipment with money to which the tax collector lays claim. A business cannot grow normally when the earnings which it would plow back are sharply reduced after present corporate taxes have been met."

"Savings siphoned off by taxes cannot be employed in the private investment that is essential to expanding employment and production."

In its study, the chamber reported that federal, state and local taxes combined will take about \$90 billion, or 30% of the national income this year; that they amount to all the wages, salaries, rent, interest and dividends received by all the American people from Jan. 1 to April 22 of this year. Such taxes, according to the chamber, are undermining the productive efficiency of the nation.

At the same time, Mr. Allen said, it is just as important that unnecessary or postponable federal spending be reduced enough so that the nation can balance its budget while maintaining a strong national defense.

## N. J. Approves Chubb & Son Combined Additional Cover

Fire Insurance Rating Org. of New Jersey has approved writing of combined additional coverage by Federal and Vigilant of Chubb & Son group, at 8 cents per \$100 with a \$50 deductible. The endorsement is for use with extended coverage, limited to private dwellings and contents.

According to the bureau, the form, subject to a \$50 deductible, is in many respects broader than the additional E.C.

This makes 34 states which have okayed the Chubb cover.

## Peterson Stresses Manpower Needs in W.U.A. Address

M. E. Peterson, vice-president of Springfield F. & M. in charge of the western department, in his presidential address before the annual meeting at Colorado Springs of Western Underwriters Assn. urged an extension of the public relations program of W.U.A. to include joint action in securing qualified future management personnel for the insurance business.

Mr. Peterson said he is becoming increasingly concerned with the growing scarcity of "raw material" for future leadership in the fire business. The future of the business rests, as never before, in what is done today, he declared. The solution to the short supply of clerical help may be gotten in hand through improved office techniques and greater use of mechanical equipment, but the more pressing personnel problem lies in the realm of thought.

The days are gone when self-made men can be expected to rise against the competition of college trained people in any great number. "The time has long since passed when organization capital stock fire insurance dares to depend upon the whims of chance in the recruitment and development of top level executive personnel," he said.

The college graduate is no longer a phenomenon, but the greatly increased demand for personnel, plus the fact that only about 25% of college graduates have fulfilled their normal service in the armed forces leaves this source open to the greatest competition.

For example, he noted that Illinois Bell Telephone Co. sponsored television broadcasts of the Big Ten conference basketball games, and slanted their commercials to the desirability of college students going to work for the phone company. Each time there was mentioned a specific date when representatives of the company would be available at various schools for consultation.

American Petroleum Institute bought a full page advertisement in Life magazine recently extolling the benefits of working for oil companies. National Industrial Board has stated that the recruitment picture will become worse before it gets better.

Fire companies would have a difficult time playing a lone hand in soliciting personally at the schools or in reaching the desired audience through other media, Mr. Peterson said. He likened the drive for executive personnel to a public relations program, and said selling the business in this way is just as vital as selling the final product to the insurance buyer. "If we are unwilling or unable to instill in the public, and particularly in the college segment of that public, a sufficient consciousness of the integrity and usefulness of our business to attract the caliber of men necessary to its continued existence, what chance have we of selling our finished product to that same public? It is all part and parcel of good public relations."

He recommended that the public relations facilities of W.U.A. be enlarged to permit the establishment of a clearing house for a common meeting ground of the members in the placement offices of leading colleges. This would afford a highly integrated placement apparatus to which mem-

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April 9, 1953

## The NATIONAL UNDERWRITER

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## Stellar Card Planned for Chicago Day

The agenda is now readied for Chicago Insurance Day, sponsored by the Chicago Board and scheduled for April 23 at the Conrad Hilton hotel. Again this year, the program will feature two concurrent sessions, enabling producers to select addresses that have a personal appeal.

Afternoon sessions will be followed by a banquet at which Director Robert E. Barrett of Illinois and Robert F. Hurleigh, news commentator on WGN and WGN-TV, will speak. Professional entertainment will close the banquet.

The program will open with a public relations talk by E. F. Gallagher, Chicago manager of Planet, after which the separate sessions will begin with addresses by Edward J. Dirksen, executive secretary of Illinois Assn. of Insurance Agents and legislative representative of the Chicago Board, who will review the state's legislative situation, and Sheldon Berkson, president of First Appraisal Co., Chicago, who will discuss fire insurance appraisals.

There will then be a panel on "The Automobile Problem Today", with James C. O'Connor, editor of the F. C. & S. Bulletins, as moderator. Participating will be Roy L. Davis, manager of Assn. of Casualty & Surety Companies; John J. Hart, secretary of Travelers, and William H. Brewster, manager automobile division of National Bureau of Casualty Underwriters.

Other talks will be by Allen C. Guy, regional supervisor at Columbus, O., for Western Adjustment, on "Business Interruption Adjustments Make Good Public Relations"; Frank V. McCullough, assistant secretary of Continental Casualty, on "Filling the Gaps in Employe Benefit Programs." Mr. McCullough, who also is manager of Multiple Peril Insurance Rating Org., has "Home Owners Policy, A. & B." as a second topic.

Movies pertaining to insurance will be shown during a relaxation period preceding the banquet.

## Iowa Farm Bureau Enters Fire Insurance Field

DES MOINES—Iowa Farm Bureau Federation, which is already in the life, automobile and hail insurance fields, has entered fire insurance and at present will limit its coverage to farm business. The fire line will be handled by Iowa Mutual Hail.

In addition to that company, Farm Bureau operates Iowa Life and Iowa Farm Mutual, the latter handling automobile coverage.

The hail company has appointed Lee D. Logan, formerly with Farm Bureau Fire of Wisconsin, as assistant manager. He formerly was an underwriter for Rural Mutual Fire company in Wisconsin and later became assistant manager of the Wisconsin Farm Bureau fire company.

## Ross Wichita Speaker

Kenneth Ross of Arkansas City, member of the N.A.I.A. executive committee and state national director, a past president of the Kansas association, addressed Wichita Assn. of Insurance Agents on pending legislation in Kansas, the recent Midwest Territorial Conference at which Howard N. Fullington of Dulaney, Johnston & Priest, Wichita, was named vice-chairman, thus assuring Wichita of the 1955 con-

ference, and various matters now before the N.A.I.A. executive committee, the state national directors and the conference committee.

He urged the Wichita association to start planning for the 1955 Midwest Conference at any early date, stating that the executive committee and the state national directors would both hold meetings in connection with the conference.

W. E. Cain, local agent at Perry, Kan., for 35 years, has sold his agency to R. R. Cameron, who is principal of the high school at Emmett, Kan.

## Amer. Mutual Reinsurance Shows Big Gains in 1952

American Mutual Reinsurance In 1952 had gross premiums of \$6,173,382, an increase of 21.7% over 1951. The operating expenses were 2.27% of gross premiums written. The company added \$350,000 to surplus, making the total \$1,850,000, and assets as of Dec. 31 were \$4,072,732.

All directors were reelected, and Walter E. Otto, president of Michigan Mutual Liability, and J. P. Gibson, Jr., general manager of American Mutual

Reinsurance, were elected to fill vacancies on the board.

At the organization meeting, O. Edward Ringquist, Liberty Mutual Fire, was elected chairman, and Mr. Gibson was elected president.

## Cal. Membership 2,604

Membership of California Assn. of Insurance Agents has passed the 2,600 mark, according to George O. Johnson, Oakland, vice-president in charge of membership. He said that as of April 1 the membership roll listed 2,604 agencies.



# Now...It's always "June in January" in America's Pantries

Keeping America's farm products protected for year-round use has been an important factor in the growth of American agriculture. The manufacture of glass containers for home preserving has not only helped the farmer but has helped provide a balanced diet for the nation's tables.

Kerr Glass Manufacturing Corporation has been engaged in the distribution of fruit jars for

over fifty years. For forty of these years, Kerr has depended upon U.S.F. & G. to provide the wide variety of bonding and insurance coverages so essential to its growth and progress.

Whether you produce glass or steel; build roads or bridges; own your home or business; no matter what you do, there are U. S. F. & G. coverages to meet your needs.



Over ten thousand agents . . . there's one in your community.  
Consult him as you would your doctor or lawyer.

# U.S.F.&G.

CASUALTY-FIRE  
INSURANCE  
  
FIDELITY-SURETY  
BONDS

United States Fidelity & Guaranty Company, Baltimore 3, Md.  
Fidelity Insurance Company of Canada, Toronto

## Business Likes New Personal Articles Floater; Details Given

There was much interest in the announcement of the filing by Inland Marine Insurance Bureau, nationwide, of a personal articles floater.

The property insurance committee of National Assn. of Insurance Agents, as well as company representatives, had indicated an interest in a less cumbersome form under which one or more of the personal classes could be insured. The difficulty was that while separate classes might be included in a combination form, it had to show separately amounts of insurance, rates and premiums for each class, together with every provision of the I.M.I.B. filing pertaining thereto.

Some of those in the business who like the new filing suggest they will tend to write fewer individual personal effects policies and provide more and more of the package form.

It is pointed out that the new filing will be handy to use for insured who wants to add a camera to his jewelry policy. Under the new filing he will have to pay only one minimum; presently he has to pay two.

I.M.I.B. notes that cancellation and rewriting of existing policies to take advantage of reduced rates and broader cover are not permitted except at request of insured and then at short rate.

Another new feature that would prevail if the filings are approved relates to additionally acquired property. At one time this rule applied to the camera floater but later was removed. Under this rule insured agrees to report additional property acquired subsequent to the attachment date of the policy within 30 days from date of acquisition of property and to pay the full pro rata premium from the date acquired. For this policy covers on each separate class of additionally acquired property up to 25% or \$10,000, whichever is lesser, of the amount of insurance on such class exclusive of this provision.

In the P.A. floater there is a special condition applicable to musical instruments—none of the instruments insured will be played for remuneration

in the term of the policy unless endorsed to that effect and an additional premium paid. On silverware the policy does not insure pencils, flasks, smoking implements or accessories or articles of personal adornment.

There is a special condition as to golfers' equipment, that golf balls are insured only against fire and burglary, burglary being given the technical definition calling for force and violence and visible marks showing such. The annual rate is 3% and the minimum premium \$6.

In the camera item, the requirement of 100% coinsurance is eliminated. Annual rates are fixed at: first \$5,000, \$1.50 per \$100; next \$10,000, \$1.10 per \$100, over \$15,000, 90 cents per \$100. Minimum premium is \$5.

In musical instruments, the blanket item is amended to delete the 100% coinsurance. For individuals the broad form sells for: first \$500, \$1.35 per \$100; next \$1,000, 60 cents per \$100, and over \$1,500, 30 cents per \$100. The professional rates are, for these respective amounts, \$3 per \$100, \$1.20 per \$100 and 40 cents per \$100. Annual minimum premiums for individuals are \$10 and for professionals \$15; dance bands and dance orchestras, \$15, and all other bands, \$10.

The minimum premium on the personal furs items is \$5.

The minimum premium on personal jewelry is \$10 a year or \$20 for three years, either on full cover or \$50 deductible. The \$50 deductible applies to each item in the schedule of articles where the deductible is applicable. Annual rates for silverware are: first \$2,500, 75 cents per \$100, and for more than \$2,500, 55 cents per \$100. Minimum premium per year is \$5.

The stamp and coin collections cover is confined to members of the family residing together. Minimum premium is \$5 for a period of 30 days or less and the annual minimum is \$10. Exclusion of theft from unattended automobiles can be deleted for an additional premium of 5% per annum on the entire amount of insurance on the collections, subject to short rate for short term.

There is a 10% safe credit, and a list of hazards not insured against is included in an endorsement.

The minimum for fine arts is \$10 except on trip transit policies where it is \$2 per trip, for up to 90 days cover where it is \$5, and on three year term where it is \$25. There are also some special exclusions and conditions.

On all classes it is permissible to provide cover for an executor or administrator of an estate up to the amount of property to which title is vested in the estate.

In announcing rate reductions on three items, I.M.I.B. notes that in the case of cameras, in the latest five year period, premiums earned were \$7,450,000, expenses incurred excluding commissions and loss adjustment expenses were \$1,586,000. Loss adjustment expenses incurred were \$480,000 for total losses of \$2,910,000. Commissions incurred represent 21.2% of premiums. The profit and contingency factor is 6%. The reduction was made approximately 15% overall.

The proposed reduction on silverware is 25%, which I.M.I.B. believes to be the maximum rate change which should be made at any one time.

The musical instruments figures for non-professionals indicate a reduction of 27%, and here the policy conditions were broadened. The reduction proposed is 25%. On musical instruments premiums earned for the latest five year period were \$1,990,000, expenses incurred \$453,000, loss adjustment expenses \$137,000.

### North British Honors 100 Years of Service

State Agent S. C. Welch of North British gave a dinner March 31 at the Officers' Club, Richmond, Va., for the four principals and their associates in the Gibson, Moore & Sutton agency "in recognition of their long and loyal representation of the company during the past 40 years." Secretary Chas. J. Williams from the New York home office and State Agent J. R. Callan of Richmond also represented N. B. & M. at the dinner.

Mr. Callan was also host in behalf of Pennsylvania Fire at a dinner given at the Hotel Roanoke April 1 "to mark 60 years of long and loyal representation of the company" by members and personnel of Gray S. Perdue Ins. Corp., Roanoke.

## Great American Ups

### Thirteen Executives

Great American group has promoted 13 executives at meetings of the boards. Thomas H. Bivan, a Great American Indemnity vice-president, was made a vice-president of the fire companies. C. J. Carskadden was appointed a vice-president of Great American Indemnity.

Appointed secretaries of the fire companies are W. O. McLellan, a vice-president of American National Fire at Columbus; Addison A. Mankel of the group's Pacific department; and Samuel H. Gamble, F. Wickham Malalieu, Jr., and Richard A. Lydecker of the home office.

John G. Kiebel, Frank M. Whitford and Calvin T. Hoskinson of the western department at Chicago have been appointed assistant secretaries of the fire companies.

Mr. Bivan went with Great American Indemnity's claim department at Cleveland in 1929 and later had charge of the claim offices in Pittsburgh and Chicago. He became counsel of the bonding claims department at the home office in 1941 and was elected vice-president in 1948, assuming general charge of the group's joint claims department.

Mr. Carskadden began his casualty career in 1929 and for many years has been active in casualty and bonding production and underwriting in the New York metropolitan area. He joined Great American Indemnity in 1950 as assistant manager and later became manager of the metropolitan department.

Mr. McLellan went with Great American at the home office in 1919. Following experience there and in the field, he went to Detroit as secretary of Detroit Fire & Marine in 1931. In 1934 he became vice-president and secretary of American National at Columbus, O. He will supervise the operations of the fire companies in Ohio.

Mr. Harvey joined Great American in 1927. After field assignments in Iowa and Wisconsin, he was appointed agency superintendent at Chicago in 1940 and assistant secretary in 1944. He went to Detroit in 1952 to supervise

(CONTINUED ON PAGE 33)

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## Wichita Hailstorm Catastrophe No. 33

The hailstorm which occurred in the Wichita, Kan., area on March 30 and caused estimated losses in excess of \$1 million, has been designated by the National Board as Catastrophe No. 33. While the northeast section of the city was most seriously damaged, most of the city was involved. Varying in size from  $\frac{1}{2}$  inch to as large as golf balls, the hail stones did considerable damage to paint, composition shingles, flat roofs and wood shingle roofs. According to a bulletin from Western Adjustment, losses will average about \$75 each and Western expects to receive between 10,000 and 12,000 losses in the Wichita area.

The following day at 8 a.m. a severe hailstorm struck at Osawatomie, Kan., with an estimated 1,200 losses expected to average from \$200 to \$300 each. The hail stones averaged golf ball size and larger. Western Adjustment has opened a special storm office in each of the cities and has moved in adjusters to service the losses.

At the same hour as the Osawatomie storm, another severe hailstorm hit Eldorado Springs, Mo. The hail stones were extremely large and the damage is expected to be very severe. In fact, in several instances people were forced to move from their homes because of the damage, which is very unusual. Approximately 700 claims are expected and will average about \$350 each. While adjusters have been moved to Eldorado Springs to service the losses reported, all claims will be handled for that area through the company's Clinton, Mo., branch.

## Commercial Union Ups Four Executives

Commercial Union group has advanced four young executives. T. B. Kelley becomes deputy assistant U. S. manager in the head office. He has been secretary in charge of Michigan, Ohio, Kentucky and Tennessee. Following graduation from Hamilton College in 1938, he joined Commercial Union at Syracuse, spent one year as special agent at Buffalo and returned to Syracuse, where he was special agent until 1948, when he went to the head office as secretary. From 1950 he has supervised production in one of the group's western divisions.

J. C. Sharpe, formerly special agent at Jackson, Mich., goes to the head office as secretary in charge of Michigan, Ohio, Kentucky and Tennessee. He went with Michigan Inspection Bureau in 1939, and after military service joined Commercial Union in 1946 in Jackson.

William Vredenburgh is promoted to assistant manager of the metropolitan New York department. Since 1951 he has been supervisor of the inland marine department there. He joined Commercial Union in 1936 as office boy and made several advancements until he enlisted in the army in 1941. In 1945 he rejoined the group and remained in the head office until 1947, when he went to Cincinnati as special agent there and for Kentucky and Tennessee. In 1951 he was recalled to the New York metropolitan office.

Donald E. Wagaman, executive special agent in the Pacific Coast department since 1951, is promoted to deputy assistant manager of that department. A graduate of Dartmouth in 1935, he joined Commercial Union that year as office boy. He soon was assigned

to the western department, and covered Illinois, Indiana, Missouri and Oklahoma. In 1940 he became special agent for Oklahoma and in 1948 went to Denver as state agent for Colorado, Wyoming and New Mexico. His appointment as executive special agent in the Pacific department in 1951 took him to the departmental office in San Francisco.

John O'Hara of Long Beach, Ind., has been named assistant to manager Jack Harkin of Allstate at Michigan City, Ind.

## Revive A. & H. Cancellation Bill in North Carolina

RALEIGH, N. C.—The bill that was killed in the North Carolina committee to require A. & H. companies to give notice on cancellation equal to half of the time the policy had been in force, was revived on the floor. Five members of the judiciary committee signed a minority report which was read to the house, and the sponsor, Representative Clifton Blue, said he thinks the house will approve the measure when it comes up for a vote.

## O. D. Bill Enacted in Kan.; W. C. Benefits Improved

A bill increasing maximum weekly compensation benefits from \$25 to \$28 was passed in Kansas.

Also enacted was a bill bringing certain occupational diseases under the compensation laws. In its original form this would have included all diseases due to causes and conditions characteristic of any trade, occupation or employment. It was amended prior to passage to limit benefits to employees disabled by specific diseases.

## BURNED UP - - -

## In More Ways Than One!

The simple figures below, taken from a recent Loss Department report, point up only too glaringly what it costs an Insured to become a co-insurer:

Agreed Sound Value	\$45,500.00
Insurance Required (80% Coinsurance)	36,400.00
Total Insurance Carried	13,500.00
Insurance Deficiency	22,900.00

Total Amount of Loss	\$16,250.00
Amount Collected	6,026.78

►AMOUNT UNCOLLECTIBLE BY INSURED 10,223.22◀

Insufficient insurance to value is harmful both to Insured and Producer. Such under-insurance represents an embarrassing problem which requires constant attention and correction.

To that end, educational-wise, our Agents are invited to utilize our widely known "Coinsurance Clause Explained" folder. Enclose it with policies, statements, bills, outgoing mail. Leave it with clients and prospects when soliciting. Write our Advertising Department for a supply.

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## Agricultural Offering

Blyth & Co., New York, underwriter for the new Agricultural stock issue, announces that registration of the issue will become effective April 14 and that information on the warrants will be sent out to Agricultural stockholders at that time.

The warrant expiration date is April 29. Agricultural now has 300,000 shares and the new offering is for 100,000 more on the basis of one for three. No price has been set to date. Bank of New York is transfer agent. Guaranty Trust of New York is the registrar.



**FIRTH of FORTH BRIDGE** — Scotland's famous Firth of Forth bridge crosses the river at a point where the Island of Inchgarvie divides the channel. It is interesting to note that 47% of the total weight of each of the two cantilevers represents the amount of steel needed to resist wind stress at that location.

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## National Board Awards Stress Safety Role of Press, Radio, Television

NEW YORK—The vital role played by the press, radio and television in fire prevention and fire safety activities was stressed by National Board in announcing the winners of its gold medal awards. The medals, or their equivalent of \$500 in cash, and a number of honor citations are made to the daily newspaper, the weekly newspaper, the radio station and television station that has rendered outstanding public service in fire prevention and fire safety in its community.

The Memphis Commercial Appeal, a three-time honor award citation winner in the daily newspaper class, was cited for its year-round fire prevention activities that emphasized the hazards of coal oil use in dwellings and its leadership in clean-up and fix-up campaigns.

The Oxford (O.) Press was cited because, in the opinion of the judges, it rendered distinguished community leadership by cooperating fully with the town's volunteer fire prevention activities and by promoting an "inspection day" of the business district which brought about a substantial reduction in the number of fire hazards.

Radio station KANS was cited for its continuing "red checkmark" campaign for home fire safety, which had won for it National Board gold medals in 1949 and 1950.

Television station WBZ-TV was cited because of its outstanding cartoon spot announcements and its integration of programs on fire prevention into locally originated live shows. The station carefully aimed its fire prevention messages at three important groups—children, homemakers and the family unit.

Honor award citations went to the following:

Daily newspaper: Kalamazoo Gazette, Minneapolis Star, New York World-Telegram & Sun, Winston-Salem (N.C.) Twin City Sentinel, Anaheim (Cal.) Evening Bulletin, Taft (Cal.) Midway Driller, and Honolulu Star-Bulletin, last year's gold medalist.

Weekly newspaper: Dalton (Ga.) News-Citizen, Hoven (S.D.) Review, Meredith (N.H.) News, Montclair, (N.J.) Times, Montezuma (Ia.) Republican, Bingen (Wash.) Mt. Adams Sun, and Williams County Farmers Press of Williston, N.D.

Radio: Station WNAX, Yankton, S.D.; station KMLB, Monroe, La.; station WSJS, Winston-Salem, N.C., and station WJPD, Ishpeming, Mich.

Television: Station WAAM, Baltimore; station KRLD-TV, Dallas, and station WFMY-TV, Greensboro, N.C.

### Would Sell Preferred Stock

Interstate Indemnity of Los Angeles has applied to the California department for a permit to issue and sell 50,000 shares of preferred stock at \$20 per share for a total of \$1 million, of which half is to be capital and half surplus, with not less than 15,000 shares to be issued at this time.

### Form New British Insurer

Sphere Ins. Co. has been organized at London with authorized capital of \$500,000, of which \$250,000 is paid in full. The new company has been formed by Baloise Marine of Basle and Orion of London, which are the main stockholders. Its management will be in the hands of a joint management committee composed of members of the manage-

ments of those two companies. Several big British banking firms also are heavily interested.

Chairman of the board is Sir Starti Ralix, M. C. J. R. Belmont, general manager of Baloise Marine, represents that company on the board.

## Seaboard Doubles Capital

Stockholders of Seaboard Surety have approved a proposal for a 100% stock dividend, increasing the capital from 100,000 shares to 200,000 shares of \$10 par.

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## Robinson Assesses Values in Agent, Company Relation

In his talk to Local Agents Assn. of New York City, Alan O. Robinson, head of the Yorkshire group, said he believes there is every reason for confidence on the part of the agent even in casualty. There is today a better approach to rating problems. Much accident prevention work is being done, with agents contributing. There is a constant development of multiple line activities.

New companies will be coming into the field and the agent will be in the best possible position to assist them in their problems, he added. The agent generally is jumps ahead of the company trained man in multiple line thinking and experience. He has been conditioned for this progress and serves every opportunity to prove that he can maintain and strengthen the agency-company relationship.

More will be heard of returning a greater percentage of the premium dollar to the public, and honest appraisal will show companies and agencies ways of economy. These will help meet the demands of the public and keep insurers and agents up with competition.

Those in the business should not hesitate to talk about and deal with all factors in the premium dollar, company expense or commissions, he said. Already casualty insurers have adopted a lower percentage in the rating formulas for administration expense.

Improved forms of coverage can and should be evolved, but he warned against being too quick to jump into giveaway programs. The automobile line is being given a thorough overhauling as to coverage and method of rating. The business is moving to meet constantly changing conditions.

He urged confidence in the business on all hands, along with appreciation and diligence—this will produce the kind of public relations that will benefit the entire business.

Agents and companies are partners in the business, but it must be appreciated that the company supplies the risk capital. Each partner has his peculiar responsibilities to the public, to each other and to the stockholders. Both company and agent represent private enterprise at work.

From the early days, it was the agent who first sold the policies, who first supplied the other services in the field, who first operated multiple line.

It requires constant diligence, he said, to produce a modern, economical, competitive product, diligence by both agents and companies.

## Safety Moves at Richmond

RICHMOND, VA.—Plans for a broad program of safety education—including a bureau ready to provide speakers "on call"—have been approved by Insurance Club of Richmond. It was voted to make the club a clearing house for all sorts of safety information.

May 4 was set as the date for the club's spring outing.

## Honor Retiring Cashier

The 25-Year Club of Kansas Inspection Bureau held a dinner at Topeka honoring Miss Edith Durant, cashier at the Topeka office, on her retirement. W. C. Hodges, manager, extended greetings. L. A. Magill, assistant manager, presided and read greetings from a score or more of friends and former

associates, including Charles E. Eldredge of Topeka, founder of the old Kansas Rating and Fire Prevention Bureau, who was manager when Miss Durant joined the organization. Although 91, it was noted that Mr. Eldredge's penmanship is still nearly perfect.

## Accountants' Meeting Set

The spring meeting of Assn. of Casualty Accountants & Statisticians will be held May 11-13 at the Skytop Club, Skytop, Pa.

## Jaffe Agency Forum

Jerome S. Miller, president of Greater New York Insurance Brokers' Assn., will speak at the Jaffe Agency forum April 29 in New York City on "Practical Aspects of Business Interruption Insurance." Alfred I. Jaffe, vice-president of the agency, indicates that the forum is open to all those interested. Thomas McInerny, chief accountant for New York Board loss committee, will serve on the panel to answer questions about adjustments. Charles F. Manzell, manager of the Jaffe fire department, will handle coverage questions.

## Miss Shaw Regional Director

At the annual meeting of region 2 of National Assn. of Insurance Women at Chattanooga, Miss M. Mabel Shaw was elected regional director to serve for one year on the advisory board of N.A.I.W. Miss Shaw is an assistant secretary and assistant treasurer of Fidelity & Deposit. She retires as president of Insurance Women of Baltimore in May.

Region 2 includes Delaware, Maryland, District of Columbia, Virginia, West Virginia, Tennessee and North Carolina.

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- ★ TIME ★ NEWSWEEK ★ FORTUNE
- ★ NATIONAL GEOGRAPHIC

## Issue Clarification of Court Decision on Sick Leave Pay

Bureau of internal revenue has put forth a new interpretation on the tax status of sick leave payments. Only actual "insurance" payments from A. & H. policies will be considered tax exempt, the bureau said, while sick leave payments by employers based on an employee's wages will not be so considered. This interpretation permits A. & H. insurance to be excluded from gross income and was made in order to clear up doubt raised by a recent decision of the U. S. court of appeals.

The appeals court in reversing a lower court decision had held that sick leave payments equivalent to a regular wage which were made to an employee of an insurance company under a special company plan could be excluded from income. The revenue bureau said this decision has resulted in numerous inquiries as to whether the court ruling meant that all sick leave and similar payments made by employers to their employees are tax exempt. The bureau said the court decision cannot be followed in other cases, since it was decided in both low and appeals courts "on a narrow ground," and to apply it in other cases "would not be in keeping with the intention of congress in the enactment of the pertinent law."

The law excludes from gross income amounts received through "A. & H. insurance" as compensation for personal injuries or sickness. The law was put through at a time when provision for compensation for sickness or injury was generally made through individual A. & H. policies, the premiums on which were paid out of taxable income. More recently, many employers have offered similar protection through direct payments from the company during periods of sick leave.

The bureau now holds that it was the intention of congress that only payments which are truly "insurance" should be excluded from gross income. In the absence of further clarification from congress, the bureau does not believe that the exclusion under the statute should be extended by it

to money received by employees as sick leave where the money is based in all or in part on regular wages on which fellow employees at work are taxed.

The bureau said: "The Treasury Department has under study various recommendations to clarify the law in this area. Pending further clarification by the congress, however, the bureau will be constrained to hold that payments which are based in whole or a part of regular wages and salary and which are not made pursuant to any workmen's compensation act for an occupational disability but which are directly received from his employer by an employee absent from work because of sickness, will continue to be subject to the income tax and also subject to withholding tax by the employer."

## Potter Heads Lloyds Unit of Reinsurance Agency

Raymond E. Potter has been named manager of the Lloyds department of Reinsurance Agency of Chicago.

Mr. Potter formerly was with Englehard-Krogerman & Co. there, being engaged in general fire and casualty underwriting for more than four years. He entered the business with R.H. Erickson, Chicago general agency specializing in reinsurance. A navy air force veteran and University of Texas graduate, Mr. Potter currently is completing studies for the C.P.C.U. designation.

Andrew J. Helmick is president of Reinsurance Agency.

## Up Nebraska Salaries

The Nebraska legislature has passed a bill increasing the pay of insurance department actuaries and examiners. The basic pay of actuaries is increased from \$4,000 to \$5,000, and for examiners it becomes \$4,000 instead of \$3,300. There is a proviso for an annual increase of 10% for not more than five years.



Raymond E. Potter

## Fire Council Elects; Names 1952 Winners

Carl N. Jacobs, president of Hardware Mutual was elected chairman of the National Fire Waste Council at that organization's annual meeting. John Barkley, vice-president of Maryland Casualty, was named vice-chairman and all members of the executive committee were reelected. Also Mr. Jacobs' company's home city, Stevens Point, Wis., received the grand award in the council's annual fire waste contest. The grand winner and winner in each population class will be presented with a bronze plaque at the annual meeting of the U. S. Chamber in Washington April 29. Richard E. Verner, manager fire prevention department of Western Actuarial Bureau, was chairman of the nominating committee.

Frank A. Roberts, executive vice-president of Glens Falls, was meeting chairman and Hovey T. Freeman, president of Manufacturers Mutual, was vice-chairman. Both men addressed the gathering, as well as H. W. Henry, Oklahoma Inspection Bureau; Leo Koester, Cincinnati Chamber of Commerce, and Harry P. Cooper, Jr., secretary of National Assn. of Mutual Insurance Companies. Percy Bugbee, general manager of National Fire Protection Assn., Boston; John A. Neale, chief engineer National Board, New York, and Sidney J. Williams, assistant to president National Safety Council, Chicago.

A luncheon feature was the adoption of a motion by Mr. Verner, confirming the executive committee's recommendation that honorary life memberships be awarded to James L. Madden, vice-president of Metropolitan Life, who was described as founder of the council; Pax Mendelsohn, Detroit fire commissioner, and George Elliott, general manager of Philadelphia Chamber of Commerce.

Three movies were shown during the meeting—"How to Call the Fire Department", "Until the Fire Department



Carl N. Jacobs

Arrives", and "How to Fight a Fire in the Kitchen."

In addition to Stevens Point, winners of the 1952 inter-chamber National fire waste contest in the six population classes were—from one to six; Cincinnati, Memphis, Providence, R. I.; Racine, Wis.; Billings Mont., and Valley City, N. D.

Class I honor certificates are awarded to the following cities: Houston, Detroit, Chicago, Boston, Dallas, Philadelphia, New Orleans, Buffalo, Baltimore.

Class II, Dayton, Atlanta, Indianapolis, Louisville, Kansas City, Columbus, Oakland, San Diego, Fort Worth and Portland, Ore.

Class III, Spokane, Grand Rapids, Allentown, Pa.; Hartford; New Haven, Conn.; Chattanooga; Waterbury, Conn.; Wichita; Duluth, and Wilmington, Del.

Class IV, Evanston, Ill.; Bethlehem, Pa.; Alameda, Cal.; Schenectady; Lakewood, O.; Anderson, Ind.; New Britain, Conn.; Port Arthur, Tex.; Roanoke, and Winston-Salem.

Class V, Wausau, Salisbury, N. C.; Richland, Wash.; Parkersburg, W. Va.; Moline, Ill.; Fargo; Watertown, N. Y.; Fond du Lac; Rock Island, Ill. and Chelsea, Mass.

Class VI, Port Angeles, Wash.; Fort Collins, Colo.; Naugatuck, Conn.; Albany, Cal.; Huntington, Ind.; Peru, Ind.; Mount Clemens, Mich.; Chillicothe, Mo.; Vincennes, Ind., and Milltown, N. J.

Contest judges were Eugene Arms, manager Mill Mutual Fire Prevention Bureau, Chicago; Percy Bugbee, general manager National Fire Protection Assn., Boston; John A. Neale, chief engineer National Board, New York, and Sidney J. Williams, assistant to president National Safety Council, Chicago.

## Joins Newhouse & Hawley

Delano J. Lawson, son of E. D. Lawson, vice-president and manager western department of Fireman's Fund, has resigned from R. B. Jones & Sons to join the casualty department of Newhouse & Hawley, Inc., countrywide underwriting representative of London Lloyds, as an underwriter. Mr. Lawson had been with the Jones firm for three years in the underwriting department and prior to that attended Illinois Institute of Technology and Kemper Military Institute.

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## N. J. Panelists Show How to Place A Personal Insurance Program

ASBURY PARK—A practical and helpful feature of the midyear convention of New Jersey Assn. of Insurance Agents here was the sales seminar conducted by Ira F. Weisbart as moderator and Robert Anderson and Harold Neumann, all three Jersey City agents, and David Myers of Aetna Casualty, Newark, and Peter Thistle of Royal-Liverpool, Poughkeepsie, New York.

The panel concentrated on personal insurance as the currently most profitable line for agents and companies. Panel members admitted they were not experts and did not know all the answers. But they promised they would answer by mail within a few weeks questions they did not handle from the platform.

The question and answer portion of the feature was brief but lively. One problem that bothers agents increasingly is that of the baby sitter. If employed regularly, he or she is an employee but may be so young insured who does the hiring is in violation of the labor law. In that case, if injured, the youngster gets double compensation. Comprehensive personal liability would cover one award but insured would have to pay the second. Agents should advise insured on what is legal hiring and have them get a clearance from their board of education.

There were several questions on the CPL. In resort sections owner sometimes rents a home for two or three months in season. Does the CPL need to be endorsed? If not, Mr. Myers said, the cover isn't vitiated. Coverage extends to the residence occupied by owner while away from his home.

If CPL insured is doing some construction with the aid of friends, such gratuitous employment, without a contract for hire, involves no question of workmen's compensation but does leave the question of liability. The policy will defend, but there can be no payment unless negligence is shown. If insured makes some sort of payment, there is employment and the W.C. conditions apply. Insured should then take out W.C. cover.

Should the automobile liability policy be carried in the car? Yes, Mr. Myers said, in case of a minor driving in New York. However, a special identification card is acceptable in New York.

How can automobile insured who occasionally, on trips, hires a U-drive-it vehicle insure the risk of damaging the latter automobile? He can buy drive other car collision and physical damage cover.

If there are youngsters in a family where the automobile is insured, whether they drive or not, they should have DOC, in case they are riding in other cars.

Some autos are registered in the names of estates. Here there should be DOC since that cover for spouses requires insured be named individually. If both the individual and an estate are named insured, the suggestion was to get a clarification from insurer as to its recognition of DOC cover under such circumstances.

The suggestion was made that where a boy drives the family car and works part time, it will help increase his sense of responsibility if he pays part of the auto insurance premium. This also helps when a full personal insurance program is being presented, be-

cause often the aggregate cost of such a program is pretty big. Agents also find it helps to divide the coverages into the essential, which insure against possible catastrophe, and available—desirable but not so essential.

Mr. Weisbart noted the difficulty the agent faces because he has no actual

merchandise to sell. He delivers a piece of paper to insured and must be able to explain to him in his language what it means to him. It is safety from fear that clients buy from an agent, he said. Consequently, the agent must prepare a definite approach in his sales material.

The shotgun method of selling insurance has gone out, Mr. Anderson, who is with the Kislak agency, observed. That is selling without a planned objective—picking up a line here and there. Even the method of featuring a

(CONTINUED ON PAGE 34)

## Allow State Employee Cover

The Iowa legislature has passed a bill to permit the various state departments and boards to take out liability insurance, both B.I. and P.D., on employees. It was immediately signed by the governor.

The senate passed a bill to require companies selling hospital insurance to make out checks for claims to both the insured and the hospital.

The Olson agency, Shawano, Wis., has taken over the business of Richard G. Grosskopf, who is joining Western Adjustment at Green Bay as an adjuster.

## Ag stands for Agents



## Ask the Hannons

Ever since the Agricultural was started and began to have agents, company policy has been to do business from the agent's point of view. How well we've succeeded is for agents to say. The Evarts-Tremaine-Flicker Company in Cleveland, Ohio was founded in 1885 and for the larger part of its life has been guided by the Hannons (above in the usual order, J. Elliott, John J., and John W.).

Here's what the Hannons say: "We know the Ag to be one of those insurance organizations which, through the personalities and capabilities of its personnel, has a knack of making it an in-

tegral part of each and every one of its loyal agencies. And we look forward with confidence to the continued growth of the Agricultural, in all that it stands for, in its second century."

Fifty per cent of all Ag agents point to 15 years or more with Ag! If you'd like to learn more about us... we're easy to write to.



**Agricultural**  
Insurance Company  
of Worcester, Mass.



**Empire State**  
Insurance Company  
of Worcester, Mass.



# The Atlantic Story for 1953



- ✓ A strong mutual company offering many forms of participating contracts.
- ✓ A sound stock company with the same management experience, writing a general business on a non-participating basis.
- ✓ A 111 year tradition of claim settlements designed to produce satisfied clients for both company and producer.
- ✓ A consistent program of nation-wide advertising—featuring our belief that the public is best served through the competent, independent agent or broker.
- ✓ 22 branch or service offices from coast to coast, administered through three fully-staffed divisional headquarters.

#### HOME OFFICE DIVISION

*Head Office* • 49 Wall Street • New York  
Boston • New Haven • Newark • Philadelphia • Baltimore  
Syracuse • Pittsburgh • Richmond • Dallas • Houston

#### MIDWEST DIVISION

*Head Office* • 141 Jackson Boulevard • Chicago  
Cincinnati • Cleveland • Detroit • Grand Rapids  
Indianapolis • St. Louis

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*Head Office* • 361 California Street • San Francisco  
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*Business Established 1842*

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**Insurance Company**  
*Since 1865*

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*Eastern Department...*  
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*Since 1876*  
**ILLINOIS FIRE**  
**Insurance Company**  
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## NATIONAL INSPECTION COMPANY CHICAGO, ILLINOIS

*Service to Stock Fire Insurance companies for 49 years.  
Inspections and Underwriting Reports.*

**H. B. Chrissinger**  
*Manager*  
**P. A. Pederson, Chief Inspector**

**R. L. Thiele**  
*R. M. Hubbell*  
**Ass't Managers**

## Manhattan F.&M. Shows Good Statement Gains

Manhattan Fire & Marine's assets in 1952 increased \$510,139 on a statutory basis to a new high of \$6,797,326. Surplus to policyholders jumped \$285,-167 to a new high of \$2,765,879.

Despite a continuation of the upward spiral in losses, the accelerated downward trend in fire rates and higher expenses, the company completed last year with a trade profit of 9.27%.

Earned premiums in 1952 were greater than the year before by \$222,-278, with a total of \$2,766,416, another all-time high.

The ratio of incurred losses to net premiums written was 47.41% and to earned premiums 49.79%. General operating expenses (excluding federal income taxes) incurred to net premiums written amounted to 43.30%. The underwriting profit was 4.73%.

After reserving \$115,000 for federal income taxes, the net income for the year was \$175,547, another record.

The company the past year entered Puerto Rico to write fire, hurricane and earthquake insurance.

versity. He has been with the companies since 1934. Mr. Jones, who joined the companies in 1952, received his law degree from Ohio State University.

## Campbell Camden Secretary

Roy L. Campbell has been elected secretary of Camden Fire. He started with the company in the secretarial department in 1930, later was made manager of the real estate department and then manager of the secretarial department. Since 1948 he has been assistant secretary and assistant treasurer.

He will assume many of the secretarial duties formerly handled by Charles W. Makin, executive vice-president and secretary, who has just retired.

## WHERE TO PLACE YOUR BUSINESS

A guide or directory of responsible and adequately equipped local agents. These offices have nation-wide facilities for handling your out-of-state business.

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C 6-5314 Chicago, Illinois

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Chicago  
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## MICHIGAN

### Detroit Insurance Agency

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H. L. Newnan, Vice-Pres.  
William S. Faber, Vice-Pres.  
Gordon D. Daugarty, Sec'y.-Treas.  
Fisher Bldg. Detroit, Mich.

## WISCONSIN

### Chris Schroeder & Son, Inc.

210 E. Michigan St., MILWAUKEE  
Engineering Services—All Lines

The largest insurance agency in the State of Wisconsin

## Buswell on Loss Committee

F. G. Buswell, assistant secretary of America Fore group, has been named to the committee on losses and adjustment of New York Board to replace L. A. Williamson, retired.

## Farm Bureau Men Advanced

John H. Winkler, former claims attorney for the Farm Bureau companies in the Columbus region, has been promoted to staff attorney at the home office. Wilbur W. Jones, claims attorney for the New York region, succeeds Mr. Winkler in the Columbus region.

Mr. Winkler is a graduate of Columbus College of Law and of Ohio Uni-

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## Roy H. Lang Goes to New England Field for National Underwriter

Roy H. Lang, who recently returned from his second tour of duty with the army air corps, has taken over the New England territory for the National Underwriter Co., succeeding the late William A. Scanlon. He will make his headquarters at Boston.

Starting with the company following his release from military service after World War II, Mr. Lang served a brief training period at the home office in Cincinnati before taking over the territory embracing several southwestern states. He maintained his office at Dallas until being recalled to military service two years ago.

## New Angles Given on Plate Glass Coverage, Hazards

The newly formed Casualty Engineers Assn. of Seattle, of which Herman Luft, safety engineer of Hartford Accident, is temporary chairman, at its organization meeting staged a round table discussion that brought out some interesting points on plate glass coverage and some little-known hazards regarding tempered glass doors. Cases of fingers being severed by swinging glass doors, though not common, raise questions of safety devices to preclude accidents which could produce high claims. As the usual door of this type swings on a pivot some three inches from the edge, the weight of the closing door exerts a tremendous force on the hinge edge, comparable to a giant pair of scissors. Safety devices to keep children's hands out of this area have been developed and should be recommended, the casualty engineers decided.

"Explosion" of tempered glass doors—the sudden disintegration of the internal glass with no shattering of the surfaces—has been largely eliminated with improved tempering methods. Cases were reported where sudden disintegration of a glass door—for no apparent reason—caused such shock to persons using the door that medical treatment was required. There is some reason to believe that a pebble striking one edge can possibly "explode" the door, although a sledge hammer blow on the flat surface has no effect.

It was brought out that plate glass which is partly painted over with a sign, especially if dark paint is used, often cracks in the sun's rays, due to unequal expansion. It was recommended, where painted signs are used, that they be put on a separate piece of glass or other material and kept apart from the plate glass with a suitable air space. Use of awnings to protect painted glass is not reliable.

## Can Cover County Liability

The attorney general of Ohio holds that county commissioners may purchase liability insurance to cover the county's liability for damages resulting from negligence in failing to keep roads and bridges in proper condition. It is held that the county is not liable for negligence in any of its operations except where liability is expressly im-

posed by state law. In the case of maintenance of roads and bridges, such liability is expressly provided. Where no such liability is imposed, liability insurance may not be purchased. It is held also that a county can not purchase insurance on a building housing the county agricultural agent, state and federal agencies, because of lack of statutory liability in operation of the building.

R. Bruce Anderson, retired field man at Seattle for National Fire, is now with the C. R. Logan agency of Bellevue, Wash.

## Opens Surplus Line Office

G. F. Jacobson, formerly manager at Portland, Ore., for Edward Brown & Sons, has established a surplus line brokerage firm there under the name of Northwest Underwriters. Mr. Jacobson returned recently from London where he completed arrangements to place surplus lines in the Lloyds market.

Woodward W. Altgelt, Jr., who has been with the Sanger & Altgelt agency, San Antonio, as a solicitor for several years, is now a firm member.

## Adopts New I. & B. Cover

Middle Department Assn. of Fire Underwriters has adopted the new, revised form of improvements and betterments coverage. This is the form that was developed in the midwest.

Multiple Location Service Office has recommended the form to rating organizations on form A.

Willard Heath has opened the Southwest Claims Service at San Antonio. He has been in claim work for some years, the last six with the San Antonio claims office of Trinity Universal.



Roy H. Lang

World War II, Mr. Lang served a brief training period at the home office in Cincinnati before taking over the territory embracing several southwestern states. He maintained his office at Dallas until being recalled to military service two years ago.

**Making Friends . . . with the Fieldmen**

**HAROLD R. VANT and EDWARD H. SELIG SAY:**  
"His willingness to cooperate on special problems is never measured by the clock... he's available whenever needed."

Vant & Selig, enterprising agency of Deerfield, Ill., has represented Fire Association since 1925. Through their long participation in Deerfield business and civic affairs, they are acknowledged leaders in the community.

**DUDLEY F. GIBERSON, Giberson Insurance Agency, Alton, Ill., says:**  
"His understanding and efficient handling of new insurance problems has helped us smooth out rough spots in routine."

Dudley F. Giberson, Executive Partner of the agency founded by his father in 1908, is a familiar figure in association and civic activities.

**ELMER G. KAMIN, Quinlan & Tyson, Inc., Evanston, Ill., says:**  
"He gathers sound selling ideas . . . shows how they can be used to spark our promotions."

### UNDERSTANDING . . . AVAILABLE . . . ALERT . . ."

"Andy" Anderson can draw on his experience of 34 years as an insurance specialist for the reliable counsel and cooperation he offers agency men. Comments like those above testify that his efforts are rewarded by the confidence of men who are fully qualified to appraise the merits of fieldmen.

This special talent for making friends, combining proved ability and an earnest desire to be helpful, is common to all Fire Association-Reliance Fieldmen.

They come by it naturally, because they represent companies that will never grow too large to place the highest value on personal relationships. Why not find out how the Fire Association-Reliance Fieldmen can help you?

C. R. "Andy" Anderson, Fire Association-Reliance Fieldman (center) explains a new sales promotion "package" to Elmer G. Kamin, Insurance Manager (left) and Howard C. Chandler, Rate and Appraisal Engineer, of Quinlan & Tyson, top-flight agency which has served the Evanston area since 1884.

Head Offices: 401 Walnut St., Philadelphia 6, Penna. Branches in Atlanta, Chicago, Dallas, New York, San Francisco, Toronto. Claims and Settling Agents throughout the world.



**Fire Association**  
**Reliance**

INSURANCE COMPANIES OF PHILADELPHIA

## Insurance Companies Not Responsible for W.C. Rate Levels: Leslie

Insurance companies do not have the responsibility for workmen's compensation insurance rate levels, this being with state legislatures, state industrial commissions, employers and employees, because it is they who determine compensation insurance costs, William Leslie, Jr., assistant manager of National Council on Compensation Insurance, declared in addressing the Zone 5 convention at Little Rock of the National Assn. of Insurance Commissioners. He stated that critics who attempt to blame insurance companies or state insurance commissioners for rate increases needed to meet liberalized benefit payments to workers are apparently misinformed on the facts.

"Neither the National Council and its insurance company members nor the state insurance commissioners have any control over the amount and kind of benefits paid the injured workmen, over the cost of medical care, over the actual use of recommended modern safety devices and practices, or over the extent to which injured men themselves will either minimize or maximize their compensation claims," Mr. Leslie

said. "It must be conceded, I think, that when these things are established, compensation rates follow as surely and certainly as day follows night."

The first of the steps leading to the ultimate establishment of compensation insurance rates takes place in the state legislature, Mr. Leslie said, and the passage of a compensation law in the first place and the amendment of that law from time to time takes place amidst the give and take of practical politics. The content, character, benefit level and other details of the compensation law, he pointed out, are part of the differences in economic interests which may arise between employers and employees. On the one hand, employers seek to hold down costs so that they may better compete in the market place and, on the other hand, employees seek protection of income so that, among other things, they may continue to enter the market place as consumers, particularly of life's necessities, even when injured in the course of their employment, he said.

"Now it should be made clear that insurance companies have no place in

resolving of legitimate political and economic differences of the employer and employee over compensation benefits which, as a practical matter, are insurable," stated the compensation specialist. "This is clearly and strictly a matter of public policy in each of the states and the National Council feels it should remain that way, free from interference from any outside interest, whether it be the federal government, the insurance companies or claimants' lawyers associations. If the act or proposed amendment can be insured in a practical manner, that is the end of the insurance industry's legitimate interest."

When the legislature has set the benefit level and the rules pertaining to who shall receive the benefits, then it is not fair to blame insurance companies, the National Council, or the state insurance commissioner for any resulting rate change to a proper rate level, Mr. Leslie asserted. "Happily, it isn't often that this sort of illogical criticism of rates is brought against us, but it does happen on occasion—just enough to warrant our jointly being on guard against it."

In the rate picture, the place of the state industrial commission, which usually administers a compensation law, is frequently misunderstood, according to Mr. Leslie. He said as a result, unjust and unfair criticism is leveled at the many fine people charged with administrative responsibility for the compensation acts. Many so-called "trends" in new kinds and types of compensation awards being made, are actually kinds of cases which, in all fairness, probably would have been compensable at any time previously if claims had been brought. In other words, in a good many instances, the changing picture of compensation awards being made can be more logically laid on other doorsteps than the industrial commissioners'.

This is not to say, he continued, that there have not been and are not now some jurisdictions where administrators "seem to have usurped the legislative prerogative and broadened and liberalized the compensation laws beyond anything intended." In these cases, however, apart from making whatever appeal may be called for by individual claims, surely the insurance industry and particularly the National Council, has no business meddling. If the people and legislature of the state are satisfied that it is right and proper for the compensation act to be steadily broadened by administrative decision, rather than by specific legislation, then the insurance industry must abide by it. However, such a practice may well call for substantial changes in our methods of "keeping the score". Other things being equal, a development of this kind will make for rate increases. "In any event, in a particular state where this situation may exist, those who wish to object to any resulting increase of rate levels are in the wrong court when they plead with you insurance commissioners or quarrel with us in the National Council."

## Expect Gentry, Arkansas Commissioner, to Resign

Commissioner U. A. Gentry of Arkansas is expected to resign, although the date is indefinite, according to Little Rock newspapers which are quoting Governor Cherry. The governor stated that Mr. Gentry took the job on a temporary basis, but he doesn't know when the resignation will be submitted. Governor Cherry indicated that Mr. Gentry probably won't leave state service, adding that he "would make a good attorney" for the Arkansas public service commission.

Employers simply sit back and take a passive attitude toward industrial accident prevention. Insurance companies and their inspectors are of great help to safety-minded management in reducing industrial accidents, but they can do little for those managements who are not safety-minded.

"Now, insurance companies, directly and indirectly, spend a great deal of money and effort on safety work, but I believe if most people realized how much of this was spent trying to convince top management—the boss—that safety pays, they would be amazed. Too many employers after buying the policy simply sit back and take a 'let Joe do it' attitude in regard to prevention of industrial accidents. Perhaps this is wishful thinking, but it would be indeed heartening if the time, effort and money spent in a few states by employers groups taking unfair pot

(CONTINUED ON PAGE 34)

**Industry blew its stack when smoke control put an expensive lid on its belching chimney pots.**



But—when the smoke cleared to show a net gain in re-routed heat . . . in reclaimed chemicals . . . in decreased maintenance—industry opened its eyes to further progress measured by profit.

Employee Welfare Programs were looked at in a new light...benevolent practice was weighed on the hard scales of profit and loss...and employees were lifted from the overhead sheet to the investment schedule.

Zurich preached the new approach to employer-employee problems... and the farsighted insurance agent followed Zurich's lead. Together they proved that an Employee Welfare Program

- in decreased turnover
- in less absenteeism
- and increased, worry-free efficiency is progress measured by profit.



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American Guarantee and Liability Insurance Company  
HEAD OFFICE: 135 S. LA SALLE ST., CHICAGO 3, ILLINOIS

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**THE OLDEST INSURANCE COMPANY IN THE WORLD**



55 FIFTH AVE., NEW YORK

## Service Guide

**The STEVENS PLAN**  
A System to FINANCE INSURANCE PREMIUMS FOR BANKS  
Descriptive Folder From Allan C. Stevens, White Plains, N. Y.

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## Finish Program for Chicago A.&H. Rally of L.I.A.M.A.

The program for the final two days announced by C. G. Ashbrook, executive vice-president of North American Life of L.I.A.M.A.'s A.&H. rally has been announced. The meeting is set for April 20-22 at the Drake hotel, Chicago.

James E. Scholefield, vice-president and director of agencies of North American Life & Casualty, will preside Tuesday morning when a panel on training for A. & H. and life sales will be led by Walter F. Schmitz, associate superintendent, A. & H. department of Occidental of California. Panel members include Rex Anderson, director of A. & H. sales, New York Life; Francis T. Curran, supervisor, statutory disability division, Commercial of Newark; W. W. Hartshorn, superintendent of agencies, Metropolitan Life, and H. Curtis Reed, superintendent, training, sales research and promotion, Travelers.

John Galloway, Provident L. & A., Birmingham, president of International Assn. of A. & H. Underwriters, will speak on "DISC and Sales Training".

Laurence B. Soper, assistant vice-president, New York Life, is to preside at the afternoon session which will open with a talk by Lewis W. S. Chapman, director of company relations, on "L.I.A.M.A.'s Activities in A. & H." Frederic M. Peirce, associate director, company relations, will report on L.I.A.M.A.'s "Persistency Findings From the 1949 Buyer Study". E. J. Faulkner, president of Woodman Accident, will interpret Mr. Pierce's report from a company point of view in his talk entitled "Mud On The Wall." A report from the nominating committee will be given by its chairman, Frank Vesser, vice-president of General American Life.

Tuesday evening there will be an informal get-together for representatives of companies not now operating in the A. & H. field, but considering entry, and some veteran A. & H. men who will be available for questioning.

Wednesday morning William E. North, manager of the northern Illinois branch of New York Life, chairman of the A. & H. committee of National Assn. of Life Underwriters, will discuss of building A. & H. production in a life agency.

## McKernan Named N.A.I.A. Asst. Educational Director

Thomas J. McKernan, an instructor at Insurance Society of New York and formerly an automobile underwriter for Atlantic Mutual, has been appointed assistant educational director of National Assn. of Insurance Agents.

Mr. McKernan previously had been with the Massachusetts Bonding Co. and America Fore as an automobile underwriter and had been an adjuster for a public adjusting firm in Staten Island, N. Y.

During the war he served with the coast guard.

## Hullett, Peterson Trustees

Underwriters Laboratories at its annual meeting at Chicago elected James C. Hullett, president of Hartford Fire, and Magnus E. Peterson, resident vice-president and western manager of Springfield Fire & Marine, as trustees

to fill the vacancies created by the death of C. H. Smith, vice-president and western manager of Hartford, and the resignation of W. E. Baldwin, manager for Canada of Continental. E. A. Henne, vice-president of America Fore, was elected to the executive committee and L. A. Vincent, general manager of National Board, was elected to the investment and banking committee.

## High Court Holds for Larson in Bankers L. & C. Rate Case

Florida supreme court has ruled that Commissioner Larson may at his discretion determine whether the rates of an insurer are fair and equitable, and require the company to justify them. The case involves Bankers Life & Casualty of Chicago, and the supreme court decision overruled a lower court opinion in favor of the insurer.

The higher court said Mr. Larson was acting within his legal authority in ordering a hearing on the rates of Bankers L. & C. because during the years 1948 and 1949 it collected \$1,779,254 in net premiums and had net losses paid of \$518,986, a ratio of 32.54%. Mr. Larson called this "unjust, unfair, inequitable, contrary to law and to the public policy of this state, in that the value of the benefits provided therein are unreasonable in relation to the premium charged."

The court said that Mr. Larson's determination that Bankers L. & C. rates were unfair and his call for a hearing at which the company should show why he should not withdraw approval of them was "not conclusive on anyone." The commissioner's determination was merely preliminary and the company was given an opportunity to prove its case at a hearing, the court said. After the hearing, Bankers L. & C., if dissatisfied with the ruling, had recourse through the courts.

Bankers L. & C. now has 15 days within which to file a petition for rehearing.

## Bar Race Discrimination

The Michigan legislature has received a bill which would prohibit discrimination in the sale of insurance based on "race, color or religion." The measure was introduced by Sen. Charles Diggs, Jr., Detroit, son of a Negro mortician who also served in the state senate for a time.

Negroes, particularly in the Detroit area, have complained for years that it has been impossible to purchase certain insurance coverages because of their race.

## Plan Louisville Centennial

Louisville Board of Insurance Agents is sending out a letter to presidents of 42 board companies, inviting them to attend the centennial meeting of the Louisville Board on Feb. 15, 1954.

## Hear Froehlich, Potts

Will H. Froehlich, Wisconsin manager of Occidental Life of California, and Dale B. Potts, brokerage manager, will talk on "The Motive Piston" at the April luncheon meeting of A. & H. Underwriters of Milwaukee.

## Two Leave Mich. Department

A farewell party was given by Michigan department employees for Ernest Porter and Marion K. Jordan, who are leaving to take positions with Detroit insurance organizations. Mr. Porter is to become assistant actuary of Detroit Mutual, an A. & H. and life company, and Mr. Jordan assistant auditor of Blue Cross.

## C.P.C.U. Review Quiz Is Made Available by National Underwriter

The "Fire, Casualty & Surety Bulletins" of THE NATIONAL UNDERWRITER has just made available review questions and answers for Part I—Insurance Principles and Practices—of the C.P.C.U. examinations, compiled by C. F. Rupprecht. Questions and suggested answers are keyed to each of the 33 assignments from the topical outline issued by American Institute for Property & Liability Underwriters. In addition, there is a complete training examination with suggested answers.

Prospective C.P.C.U.'s need some way of measuring how their grasp of the subject matter will meet required standards. The time to discover weak points, of course, is before the exam room clock starts ticking. "Part I, Insurance Principles and Practices", is designed fundamentally to provide this needed measurement. If the editors' suggestion that answers to all questions be written out against time before suggested answers are read is followed, the student will acquire assurance—through practice—in getting on paper what he knows and in allotted time.

Mr. Rupprecht's compilation is the first published review aid for those in the C.P.C.U. program—a noteworthy fact, since similar material for C.P.A. hopefuls and law students who are

about to take bar exams has been available for years. It is the fruit of the author's work as a C.P.C.U. discussion group instructor at Drake University and outlying centers. Close to 80% of Mr. Rupprecht's students have passed their examinations.

"Part I, Insurance Principles and Practices", will be sent first class mail on the same day the order is received. The National Underwriter Co. home office is at 420 East 4th street, Cincinnati 2, O. Price is \$12.50. Because many will be taking the first examination this June and will want this material without a moment's delay, it will be shipped air mail for 50 cents more. It has been printed in a limited edition and covers only the scope of the first of the five examinations.

While the review questions and answers are keyed to the American Institute's Part I assignments, this publication is also excellent help for insurance men whose experience limits practical knowledge to one field, cutting down on their ability to keep up with this increasingly multiple line minded era. Educational directors will also want "Part I, Insurance Principles and Practices", and so will university teachers of insurance, discussion group leaders and other insurance people who are interested in training themselves or others.

## Pennsylvania Insurance Bills Given Hearing

HARRISBURG, PA.—A bill requiring mutual fire companies to set up unearned premium reserves is aimed at Philadelphia and Pittsburgh mutuals, which collect premiums in advance, not rural mutuals which collect at the end of the insurance year based on loss experiences for that year, John K. Skelton, general counsel for the Pennsylvania department, told a joint hearing of the senate-house insurance committee.

The proposed changes would "destroy the mutual principle," J. Paul Rupp of Harrisburg, attorney for Pennsylvania Assn. of Mutual Insurance Companies, said in objecting to the proposed legislation.

Other insurance measures discussed included a bill to abolish fee-splitting by public adjusters and limit their activities to the hours from 8 a.m. to 6 p.m., a limitation which Senator Robert Watkins said would be unconstitutional, and amendment of the bill controlling writings by Pennsylvania companies in other states where they are not licensed to exempt "out of country" risks. Bradford Smith of North America said the measure without this amendment would greatly hamper its foreign operations.

## S. G. McPherson Resigns

Stanley G. McPherson, Sacramento, Cal., and north coast special agent for Northern Assurance, has resigned to become associated with Harry Dunn, San Francisco broker. His successor will be announced later.

## Ind. Preventionists to Elect

Indiana Fire Prevention Assn. will have its quarterly meeting April 20 at Indianapolis at which new officers will be elected. Harry Wolff, Western Actuarial Bureau, will show some films and color slides of the fog and water spray technique of fire fighting.

## Michigan Assn. Committee Discusses Auto Problems

LANSING, MICH.—Discussion of competitive problems in the automobile field marked a meeting of the automobile committee of Michigan Assn. of Insurance Agents here. No decisions were reached as to what steps, if any, should be taken to improve the competitive situation for bureau companies. It was conceded that this condition has been serious, with specialty carriers and non-bureau companies tending to make gains, due to more favorable rates.

Pointing up current road hazards and the high traffic loss rate was an accident in which Frank Kavanaugh, Kalamazoo agent and committee member, was seriously injured while on the way from Kalamazoo to Lansing. Mr. Kavanaugh was taken to St. Lawrence hospital here, suffering from head injuries and a fracture of the left leg.

There were 18 at the meeting, including six or seven interested agents who are not committee members. Willard Carp of Benton Harbor, chairman, presided.

## Bureau Plans Seminar

Bureau of A. & H. Underwriters has slated a seminar for May 12-14 in New York. P. J. Burns, New York Life, is chairman of the educational seminar committee that is conducting the program.

One session will be devoted to a discussion of problems in hospital and surgical insurance, with William deV. Washburn, American Health, presiding, and with talks by Robert W. Carey, New York Life; H. W. Duane, Life of Virginia; Robert E. Ryan, Royal-Liverpool; L. A. Orsini of the bureau staff, and Alan Thaler, Prudential.

There will be a discussion of methods and procedures led by Douglas J. Moe of U. S. Life, and an open discussion on this subject.

## Puerto Rico Flirts With Temperature Insurance Idea

The government of Puerto Rico is sounding out the insurance market for a policy that would give the tourist \$20 for any day during which the temperature falls below a specified point or exceeds a maximum. The government would provide each tourist with evidence of such insurance and, apparently, the government thinks that a premium of \$1 per head would be about right.

In the Virgin Islands the Virgin Isle hotel of St. Thomas has a policy with London Lloyds reimbursing guests of the hotel for their hotel expenses for any day during which the temperature gets out of the ideal range.

**Mass. Mutual Agents to Organize**  
Mutual Insurance Agents Assn. of

Massachusetts will hold its organizational meeting April 23 in Worcester. Also the affair will be a regional meeting of New England association. Featured speaker will be Edward F. Connolly, Massachusetts legislative counsel of American Mutual Alliance. Ernest H. Smith of Worcester is in charge of arrangements for the meeting at which the new state association will be formed.

## Cincinnati Golf Opens May 7

Insurance Golf Club of Cincinnati will open its season May 7 at Terrace Park Country Club. T. W. Earls is chairman of the golf club, which, under the auspices of Cincinnati Fire Underwriters Assn., brings together agents, field men, adjusters and other insurance people.

Members of Mr. Earls' committee are E. S. Downs, M. L. Runck, W. C. Sellers, D. A. Streit and R. G. Zoller.

## R. J. Lynch Heads N. U. Advertising Production

Robert J. Lynch has been named advertising production manager of THE NATIONAL UNDERWRITER. He will have headquarters at Chicago.

A graduate of Illinois State Teachers College, Mr. Lynch for a while was with the editorial department of Commerce Clearing House at Chicago. He later was with the promotion and advertising department of Western Auto Supply Co.

## Publicly Owned Vehicles Excluded

Drivers of motor vehicles owned by the U. S., the state of Ohio, or any municipality or political subdivision are not subject to the provisions of the new motor vehicle safety responsibility act, Attorney General O'Neill has ruled. This relieves drivers of publicly

owned motor vehicles from reporting accidents in which their vehicles may be involved and of posting financial security.

## Allied Lines Assn. Elects

Allied Lines Assn. has elected D. W. Florence, assistant U. S. manager of Commercial Union, president; W. E. Smith, secretary of Phoenix of Hartford, vice-president; John Rygel, vice-president of Hanover, secretary, and D. G. Stone, secretary of Aetna Casualty, treasurer.

J. L. Erhardt, assistant U. S. manager of Royal-Liverpool, M. T. Wilson, vice-president of Travelers, and I. E. Crouch, secretary of Aetna Fire, were elected to the executive committee.

W. Lawson Chamberlain of C. H. Genter Co. has been elected a director of Scranton (Pa.) Chamber of Commerce to represent insurance.

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**INSURANCE CLAIM SERVICE**  
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Legal personnel, all types of claims and losses.

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416 Citizens Bldg., Cleveland 14, Ohio  
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## North America's New Personal Articles Coverage Is Detailed

Some weeks ago North America companies brought out a new valuable personal articles policy, a schedule type contract in which can be included cameras, furs, stamp or coin collections, jewelry, silverware and musical instruments, and has made it available everywhere except California, Massachusetts, New York and Texas. It has a common insuring clause, and insures anywhere in the world against "all risks."

Rates were reduced by North America for the items in the V.P.A. policy from rates charged on individual floaters, with some exceptions—such as the second \$50,000 on jewelry, where there was a slight increase. At a few points there was no change in rates.

Biggest reductions were made on cameras, musical instruments and silverware. On cameras for the first \$5,000 the old one year premium was \$1.80, the three year premium \$4.50; for the next \$10,000, \$1.40 and \$3.50; and over \$15,000, \$1.00 and \$2.50. The new rates are \$1.60 and \$4.00 for the first \$5,000 and \$1.20 and \$3 for more than \$5,000.

These rates compare with the new Inland Marine Insurance Bureau rates for its personal articles cover of \$1.50 for the first \$5,000, \$1.10 for the next \$10,000, and 90 cents for amounts in excess of \$15,000.

On musical instruments, old North America rates were \$1.80 for one year and \$4.50 for three years for the first \$500; 80 cents and \$2 for the next \$1,000, and 40 cents and \$1 for more than \$1,500. New North America rates are \$1 and \$2.50 for the first \$1,500 and 40 cents and \$1 for more than \$1,500.

I.M.I.B. rates are \$1.35 for the first \$500, 60 cents for the next \$1,000, and 30 cents for more than \$1,500.

On silverware, former North America rates were \$1 and \$2.50 for the first \$2,500 and 75 cents and \$1.75 for more than \$2,500, new rates, any amount, 64 cents and \$1.60.

The new I.M.I.B. rates are 75 cents for the first \$2,500 and 55 cents for more than \$2,500.

### Matthews Boston's Assistant Pacific Coast Manager

Boston and Old Colony have appointed Robert V. Matthews assistant manager of the Pacific department at San Francisco. He has been regional manager at the home office in charge of New York (excluding New York City), Connecticut and northern New Jersey.

In 1939 Mr. Matthews started with the companies as state agent at Rochester, N. Y. He attended Drake University and entered insurance as marine special agent at Cincinnati for North America. Later he was with America Fore as marine and automobile special agent in central New York, marine special agent at New York City, and in the fire field at Hartford and Rochester.

State Agent James L. Brown, Jr., who had supervision of eastern Pennsylvania for several years at Philadelphia, has been promoted to regional manager to succeed Mr. Matthews. He is a graduate of University of Pennsylvania and a marine veteran.

Donald H. Geyer has been promoted to special agent in charge of the fire department at Philadelphia. He was graduated from Muhlenberg Col-

lege and also served with the marines. He has had several years of company and agency experience.

George Decker, Jr., has been appointed special agent at Philadelphia in charge of Philadelphia suburban counties, Delaware and southern New Jersey.

Vernon Neufeld, who has been in charge of the Tulare, Cal., office of Brown Brothers Adjusters, has been appointed district manager for the Fresno-Tulare field, succeeding the late Keith Lenocker. He has been with the firm since 1948.

### Bohlenger Fines Seven

Superintendent Bohlenger of New York has fined seven up-state New York insurance producers for violation of insurance law. One was fined for placing business with an unauthorized insurer, and the other six were disciplined for not keeping their clients' premiums separate from other funds.

The latter group, fined for commingling funds and having deficiencies in their accounts, are John Q. Howe, Phelps; Ellis L. Edick, Little Falls; Mary S. Burlingham, doing business as Beekman Insurance Agency, Middle-

burg; Sid G. Speer & Co., Malone; Charles J. Lamb, Scotia, and Lester F. Short, Niagara Falls. Superintendent Bohlenger stated that the deficiencies in the accounts have been eliminated.

Francis R. Fusco of Syracuse was fined and also required to pay the 3% premium tax for placing business with an unlicensed carrier.

Heart of America Blue Goose held a bridge-canasta tournament following a dinner at Kansas City. Funds raised go toward entertaining the grand nest there.

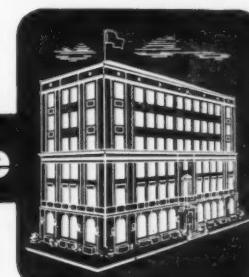


## "Keeping our financial foundation strong"

**protects YOUR business"**

**T**HE KANSAS CITY'S STRENGTH is your protection...and the protection of your assureds. Soundly financed and capably managed, The Kansas City has \$1.41 in assets for every dollar of liability...a foundation more than strong enough to grow on! And The Kansas City has enjoyed...and continues to enjoy...a steady, healthy growth.

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*Insurance Company*

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LIFE AND ACCIDENT INSURANCE AUTOMOBILE INLAND  
FIRE AND MARINE INSURANCE AIR MAIL REPORTING FORMS FLOATER CONTRACTS  
NEW YORK CHICAGO SAN FRANCISCO



## Brokers Liable to Insured in Pa. Water Damage Case

The Pennsylvania superior court has given a decision, declining to disturb the verdict of a jury that held liable a firm of insurance brokers for water damage to merchandise on the ground that the brokers had failed to notify the insurer that the insured had moved to a new location and the policy should be transferred. The verdict was for \$1,122 and the case is Kraftsow et al., vs. Brown, et al., 7 CCH (Fire & Casualty) 1135. The insured had a household furnishings store at 622 Arch street, Philadelphia.

The brokers contended that factual issues that were raised were not submitted to the jury, such as whether the loss was caused by accidental discharge of water, whether it was caused by seepage through building walls, by the backing up of sewers or drains or by surface water, all of which were hazards not covered, and whether the merchandise was placed on skids as required by the policy. The superior court held that the case was fairly tried and properly submitted to the jury.

### Peoria Meet for Adjusters

The organization committee of Illinois State Adjusters Assn. will meet April 11 in Peoria. Meeting on numerous occasions over a period of two years, representatives from Central Illinois Adjusters Assn. of Springfield

and Decatur, Northern Illinois Adjusters Assn. of Rockford, and Casualty Adjusters Assn. of Peoria, have drawn a tentative constitution for submission at the April meeting. Under the proposed constitution, all members of the sponsoring organizations qualify for membership. A number of Chicago adjusters have indicated they will be present at the organizational meeting.

### Auto Liability Flat Rate

#### Bill Offered in Pa.

A bill to abolish regional rating of automobile public liability has been introduced in the Pennsylvania house by Dougherty, Democrat of Philadelphia. This would amount to a flat rate statewide and has been referred to the house insurance committee.

The house has passed a bill requiring treasurers of third class cities to be insured against loss of tax funds in their custody from fire, burglary, theft, robbery, forgery or fraud, with premiums paid by the city. There are 47 third class cities in the state. The bill now goes to the senate for concurrence.

### Sponsor Driver Training

The new officers of Cape Girardeau (Mo.) Assn. of Insurance Agents, including John W. Popp, president; Maurice Dunklin, vice-president; Jack Clay, secretary, and Miss Harrie Harp, treasurer, are sponsoring through the Cape Girardeau central high school an adult driver training program. In furtherance of the educational campaign a series of advertisements was carried in local newspapers.

## WANT ADS

Rates—\$15 per inch per insertion—1 inch minimum. Limit—40 words per inch. Deadline 5 P. M. Friday in Chicago office—175 W. Jackson Blvd. Individuals placing ads are requested to make payment in advance.

THE NATIONAL UNDERWRITER—LIFE EDITION

### WANTED CASUALTY SPECIAL AGENT

By old responsible Casualty Company Young Man with some casualty field and underwriting experience in Midwest operating from Des Moines. Right man can make excellent future for himself. Address P-48, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

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Multiple line stock insurance company expanding operations with Iowa, South Dakota, Montana. Writing Fire and Casualty lines. Openings available for State Agents who are well qualified. Liberal salary, car and expenses. All replies treated confidentially. Address R-97, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

### BOND MAN WANTED

Chicago branch office has opening for competent man. Should have sound fidelity and surety knowledge. Write giving experience, age and salary desired.

MASSACHUSETTS BONDING & INS. CO.  
175 W. Jackson Blvd. Chicago 4, Ill.

### SPECIAL AGENT

Special Agent to handle multiple lines in Indiana for independent Indiana Company. State experience, age, salary desired. All replies treated confidentially. Reply to Box S-4, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

### FOR SALE

Casualty Insurance Auditing and Inspection Service business for sale in the Mountain States area with headquarters in Denver, Colorado. This is a going concern with increasing volume which one good Auditor/Inspector can handle. An excellent opportunity for a man who wants to own his own business. Address S-6, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

### UNDERWRITER

Midwestern multiple line company has opening for experienced underwriter with knowledge of systems and major casualty lines including automobile and workmen's compensation. Write giving age, details of experience, salary desired, etc. Reply to R-72, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

### FIRE LOSS MAN

Presentable, live-wire, college graduate under 36 with 3 or more years fire loss experience to understudy loss department head of growing fire insurance association in New York City suburb. Send resume to National Underwriter Co., Box 63, 99 John St., New York 38, N. Y.

### WANTED

ILLINOIS STATE AGENT. Headquarters Springfield. Progressive stock fire insurance company with well established plant. Excellent opportunity for young man with underwriting or field experience. In reply state age and qualifications. Our employees know of this ad. Address S-2, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

## Ruckus Over Service Men's Auto Insurance in Germany

Cries of rate discrimination have been raised over the new filings of American International Underwriters, American Foreign, Zurich, and Indemnity of North America for automobile business in Germany. The companies set rates of \$90 for basic 5/10 coverage on U. S. army enlisted men, \$80 for civilians and \$63 for officers. The filing was made to compete for the business of officers that has been eaten into by United Services Automobile of Texas which entered Germany last year. This company sells only to officers at a reduced rate, and pays a dividend.

A.I.U., AFIA., Zurich and North America last year had a uniform rate of \$80 for all army personnel and civilians. United Services came in and sold to officers for \$70, and took the bulk of that business.

According to newspaper accounts, an army officer suggested the new rating schedule to the insurance companies, but the army denies that it has anything to do with rates. The army is the licensing authority, although it says that it neither approves nor disapproves rates.

### Legislative Threats Grow Weaker as More Adjourn

The Maryland legislature adjourned early Tuesday morning and all of the controversial insurance bills died, including an unsatisfied judgment fund measure, compulsory automobile insurance and impoundment.

The state in which a U.J.F. bill is the most threatening is in Oregon. A hearing was held before the house committee the other day, with Senator Bryson, who got the measure passed in the senate, appearing as the only proponent. Adverse testimony was given by representatives of Farmers of Los Angeles, Assn. of Casualty & Surety Companies, American Mutual Alliance and Northwestern Mutual Fire of Seattle.

A bill for a security type financial responsibility law died in a conference committee in Kansas just prior to adjournment. This bill drew fire because it contained an amendment that embraced the Mississippi comparative rule.

The U.J.F. idea is still regarded as something of a threat in Vermont.

Hearings on compulsory insurance are being held in Oklahoma.

The threat of compulsory and other types of objectionable insurance legislation in California seem more remote just now.

The Oregon senate has passed the bill to double the B.I. limits from 5,000/10,000 to 10,000/20,000 under the financial responsibility law.

### Hike Tenn. W. C. Benefits

A bill passed by the Tennessee legislature and signed by Gov. Clements increases workmen's compensation maximum benefits from \$25 to \$28 a week and from \$7,500 to \$8,500 for death or total and permanent disability.

### Prepare Zone 3 Agenda

Seven subjects are on the agenda for the Zone 3 meeting of N.A.I.C. at Atlanta April 23-24.

The Louisiana department will conduct a discussion on auditing of annual statements, and another on the sale

of insurance on military reservations. Georgia has a question about what method and type of examination given to qualify agents is the most effective, and another about the experience, if any, other states have had with the so-called auto club plan. Kentucky will bring up some reinsurance problems, and the Missouri department will inquire into automobile B.I. & P.D.L. for military personnel, and the advisability of supplementing the 115 classification of occupancy hazards to provide for reporting of underwriting experience for classes rated under special schedules not presently being reported separately.

### Japan Treaty to Assure Free Marine Market

WASHINGTON—Announcing signature of a treaty of friendship, commerce and navigation with Japan, the State Department said one of its "noteworthy" provisions is "designed to assure the maintenance of a free market in the field of marine insurance."

This was good news to representatives of U. S. marine interests and the U. S. Chamber of Commerce, which have been urging the department for several years to do something about securing removal of foreign governments' discriminations against U. S. insurance interests.

In particular, domestic marine insurers have asked such provisions against discrimination in placement of marine insurance such as, for example, Argentina's requirement that exports from that country be insured in the local market there. Peru, Colombia and certain other governments are said to have somewhat similar or related requirements in effect.

WASHINGTON—For the first time in any U. S. commercial treaty, it is said, the Japanese treaty contains the following:

Article 15, paragraph 3: "Neither party shall impose any measure of a discriminatory nature that hinders or prevents the importer or exporter of products of either country from obtaining marine insurance on such products in companies of either party."

This would permit coverage of exports to and imports from Japan to be placed in the American marine market.

However, this provision is subject to provisions of another article permitting imposition of exchange restrictions by either country.

### Kemper Shifts in Northwest

R. L. Noble, resident secretary and manager of the northwest department of the Kemper group at Seattle has purchased the Leon T. Thomas agency at Tacoma. He spent over 30 years with the Kemper organization.

Succeeding Mr. Noble at Seattle is V. J. Ebaugh, who has been assistant manager of the northwest department since 1949. He is a graduate of Gonzaga, a marine corps veteran and with the Kemper organization since 1946, serving first at the home office, then as manager in Portland from 1947 until his transfer to Seattle.

### Laird Portland Speaker

James S. Laird, manager at Portland, Ore., of Lamping & Co., spoke on "Comparison of Personal Property Floater with a Combination of Fire Insurance and Inside and Outside Theft" at a luncheon meeting of Portland Assn. of Insurance Agents.

## PR Progress Told at W.U.A. Parley

The public relations effort of Western Underwriters Assn. endeavors to capitalize on every opportunity to tell the story of organization capital stock fire insurance, or to perform a useful service in its name, the public relations committee reported to the W.U.A. meeting at Colorado Springs this week.

The nine-point program that was launched four years ago has as its prime approach giving the public a better knowledge of the insurance business. The report reviewed the activities conducted under this program since September, the larger portion being compiled from the reports of the field clubs.

Points 1 and 2 cover public speaking and films, and the report notes that the two W.U.A. films, "Introducing the Policyman" and "I Take Risks" have proven to be the most popular public relations tools in the kit. The field men since September have made 217 showings of the films before 12,135 people. In addition, 92,000 persons have seen National Board films. Nearly 33,000 people have been addressed by 248 field men on fire insurance subjects exclusive of fire prevention. Many fine speakers are being developed in the field ranks.

On the score of encouragement of agency education, practically every field club is engaged in some phase of this activity. Throughout the W.U.A. territory, 121 agency schools with a registration of 5,500 agents were taught by 195 field men in the past six months. Field men have interested themselves in the C.P.C.U. movement, and there are now 322 designees in the 18 states.

The committee has given serious attention to the formation of good relationships with the 50-odd colleges in the territory that teach insurance. These contracts were initially obtained through the college kit plan originated by W.U.A. four years ago, but since taken over by the National Board. W.U.A. was host at a luncheon for members of American Assn. of University Teachers of Insurance during its annual meeting at Chicago.

The committee endorsed the integration of the fire and casualty companies' public relations activities, and urged that an organized campaign be launched in operating with other trade association groups.

The W.U.A. public relations exhibit has been on display at five trade conventions at Chicago that were attended by more than 160,000 people. Cook County Fire Underwriters Assn. was principally in charge of this work.

The report also favored stressing in stock company advertising that the advertiser is an exponent of the private enterprise system, suggesting that the cause of stock insurance would be materially advanced if the companies advertising nationally would include in their advertisements unmistakable reference to their corporate structure.

## Argue Texas City Case

WASHINGTON—The U. S. Supreme Court denied certiorari writ in No. 555. Brown vs. Continental Casualty, and 524, Pennsylvania Threshermen's & Farmers Mutual Casualty vs. V. L. Phillips & Co.

The court, very exceptionally, heard six hours arguments during parts of three days sessions, in Elizabeth Daleite et al vs. United States, involving certain phases of the Texas City explosion case. The appellants' case was

presented by Attorneys John Lord O'Brien, Howard C. Westwood and Austin J. Bryan, Jr. The government was represented in arguments by Oscar H. Davis and Morton Lifkin, special assistants to the Attorney General.

## Maine Limits Doubled in Responsibility Law

Under the latest amendment passed by the Maine legislature, motorists will have to buy \$10/20,000 B.I. and \$5,000 P. D. to meet filing requirements of the financial responsibility law. This doubles the previous limits and is effective 90 days after the legislature adjourns.

Another bill passed and awaiting the governor's signature is one to remove the so-called lifetime filing requirement from the state's responsibility law. Automobile owners who must show proof of financial responsibility would have to file for only three years. The secretary of state would maintain records two years after that. Both measures had active support of Maine Assn. of Insurance Agents and were sponsored by the secretary of state.

## W. Va. Rules W. C. Benefits Not Deductible from A. & H. Policies

Commissioner Hugh N. Mills of West Virginia has notified A. & H. companies that the state attorney general has given an opinion that it is unlawful in A. & H. policies to reduce benefits where coverage is provided by workmen's compensation.

The opinion applies only to policies which, with or without other benefits, provide for the payment of benefits for hospitalization, nursing care, medical or surgical examination, or ambulance transportation. It does not apply to weekly premium policies, group (not including franchise or family group policies), fraternal benefit society policies, or Blue Cross or Blue Shield.

The commissioner states that no policies will be approved if they contain provisions which reduce or exclude benefits where coverage is provided by workmen's compensation. All policies issued in West Virginia since Oct. 1, 1943, must be construed in the

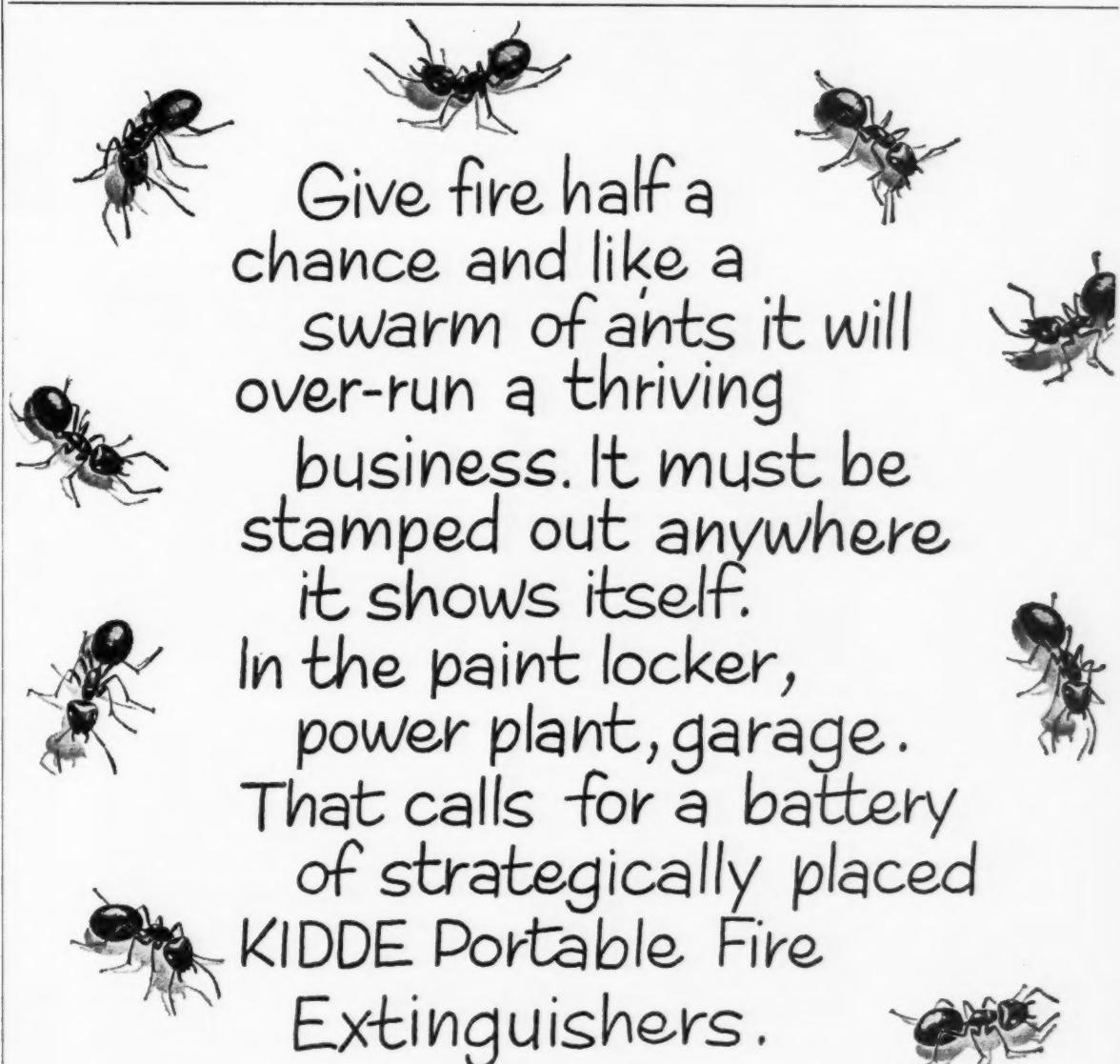
light of this opinion, and claims paid in accordance therewith, he said.

## Liberty Mutual Has Gain of \$35 Million in Premiums

Premium writings in 1952 of \$204,413,120, an increase of more than \$35 million over 1951, were reported by Liberty Mutual. Of the total, workmen's compensation premiums amounted to \$103,154,384, an increase of more than \$15 million, while automobile premiums amounted to \$59,092,341, as against \$47,826,580 in 1951. Premiums on all other lines increased from \$33,522,074 to \$42,166,395.

Liberty Mutual's incurred losses for 1952 totaled \$128,635,833; a sharp increase of more than \$22 million. Workmen's compensation losses amounted to \$50,442,283 as against \$44,972,210 in 1951. Auto losses totaled \$27,204,353, compared with \$22,840,076 in 1951.

Taxes paid in 1952, including state taxes on premium writings, federal old age employment and unemployment taxes and federal income tax amounted to \$7.7 million as compared with \$7.1 million in 1951.



# Kidde

Walter Kidde & Company, Inc.,

443 Main Street, Belleville 9, N. J.

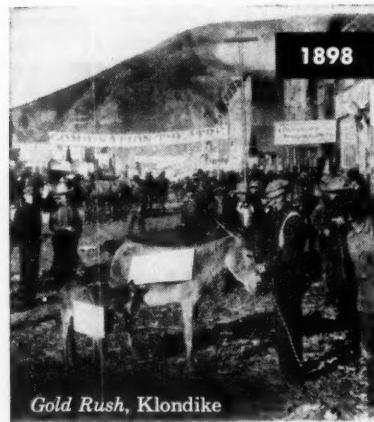
Walter Kidde & Company of Canada, Ltd., Montreal, P. Q.

Get the ants out of your plants.  
Call your KIDDE dealer today.

# Across the years

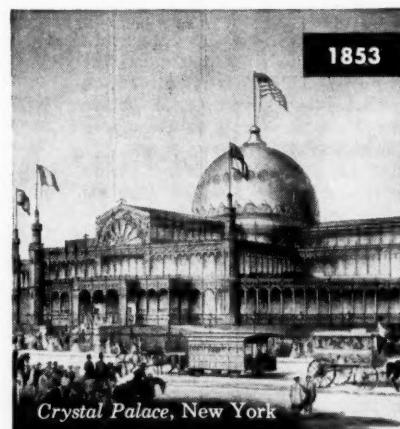


LEVI P. MORTON  
Director,  
The Home Insurance Company, 1853.  
Vice President  
of the United States, 1889-1893.



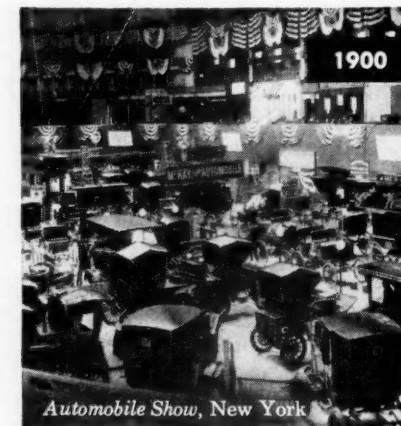
Gold Rush, Klondike

THE FIRST HOME agents appointed a hundred years ago faced an unprecedented era of progress—of challenge and of opportunity. The century that lay before them was to encompass the whole gamut of human experience—from booms to bust, wars and peace, growth and growing pains—yet always, in every field of endeavor, the keynote was expansion—and always the demands on the supplier of property insurance grew greater. They did a big job and did it well, these early Home agents. On the foundation they built and in the spirit of service they created, The Home today faces its second century with full confidence.



Crystal Palace, New York

On April 13, 1853, The Home was



Automobile Show, New York

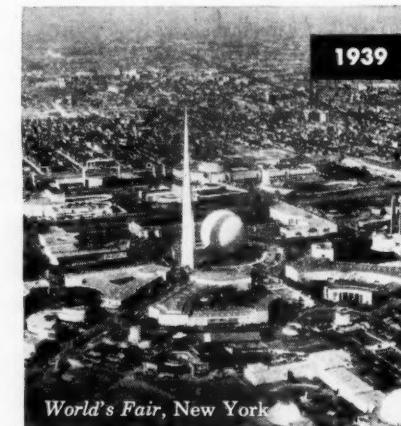


Wright Brothers, Kitty Hawk, N. C.

adventure and progress of the nation... has paid out more than a billion and a half dollars in claims



Spirit of St. Louis



World's Fair, New York

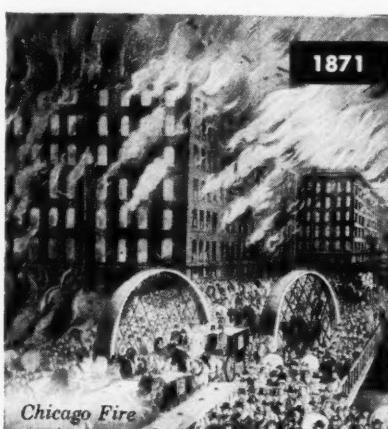


Victory, New York

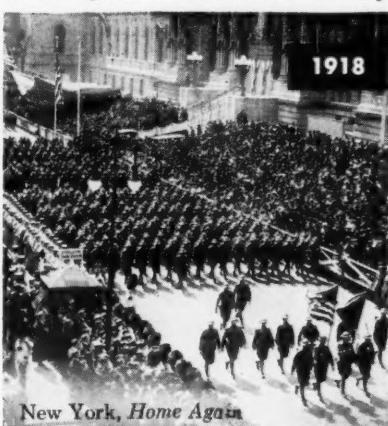
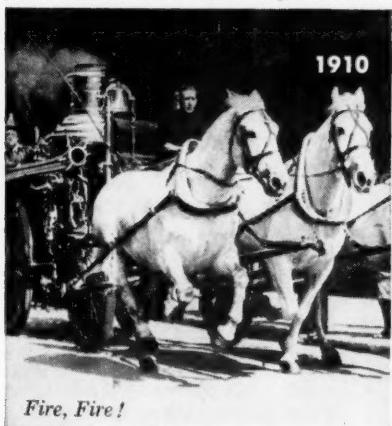
to provide better insurance services to more people through more than 52,000 outstanding Home

# *and into the Future*

**PREPARED THE HOME TO SERVE YOU BETTER NOW—AND IN THE YEARS TO COME**



founded...in the century since, has looked upon the trials and triumphs, joys and tragedies, excitement,



to policyholders...has acquired the experience, strength, and facilities



representatives everywhere.

Your Home agent today performs services and provides protection undreamed of a hundred years ago. This is only a beginning. Today's challenges and problems will become the opportunities and advancements of tomorrow. This you can count on—The Home and its agents will be alert to your insurance needs whatever they may be in the days to come. This has been the pattern of the past. It is the promise of the future.

★ THE HOME ★  
*Insurance Company*

Home Office, 59 Maiden Lane, New York 8, N.Y.  
FIRE • AUTOMOBILE • MARINE



THE HOME INDEMNITY COMPANY, AN AFFILIATE, WRITES CASUALTY INSURANCE, FIDELITY AND SURETY BONDS

## EDITORIAL COMMENT

### Agents Can Beat Compulsory—Maybe

If agents in New York face a difficult task in convincing the public that compulsory automobile insurance is a bad thing on principle and an unsatisfactory device for accomplishing what the public thinks it will accomplish, Governor Dewey is going to have an equally hard time convincing the agents that compulsory will not mean a commission reduction. Despite assurances by Mr. Dewey and the insurance department that compulsory will mean no alteration in the agent's position, those in the business are convinced that compulsory will force down commissions. Perhaps this will take the form first of a single commission scale for auto B.I. and P.D.L.

However it develops, agents recognize that whatever the effects compulsory will have on the company side—a tendency downward to statutory limits among those who buy insurance and do not have to be clubbed into it, heightened market problems with the burden falling on the assigned risk plan perhaps fatally, a tougher period of negotiations on rates when they need adjustment, deterioration, perhaps disappearance, of underwriting as a method of controlling quality of business, etc.—the heavy blow will fall on the producers.

Admittedly many of the ills inherent in the Massachusetts compulsory legislation, such as a single date for getting out all plates, would have been cured in New York by the legislation proposed there. However, the pressure on commissions seems inevitable. In Massachusetts the stock company scale for compulsory is 10 to 12.5%, with regular commissions for excess above statutory limits; and the mutual scale 8 to 10.5% on compulsory and 12.5 to 15% for excess, depending on territory. However, these scales are for "normal" times which seldom prevail under compulsory. The percentages have been kicked around a lot and in the past year a considerable amount of compulsory was written by agents for free.

Agents are the key in any struggle of the magnitude and intensity of the New York fight. They certainly must

be the ground troops of any long term public relations program in this field. Their strength comes from numbers, wide dispersal, and local community integration. In the long run, if compulsory fails to win in New York (or elsewhere), it will be largely because the agents do not want it to win and use their strength in that direction effectively.

However, it is hard to see how they can make permanent headway without some kind of a positive program. For that, of course, they will have to have company cooperation. It seems quite certain that as time goes on there will be more and more agitation for some means of protecting the insured automobile population against the uninsured vehicles. No matter how small this non-insured problem is in comparison with the percentage of automobiles insured—and it has become steadily smaller the country over—as long as it exists at all there are going to be efforts to find an answer legislatively. Perhaps the business still has a choice between compulsory and something else, but not between something else and nothing.

There was much emphasis by agents in their opposition to compulsory in New York on the idea that the traffic problem must be solved by better enforcement, better roads, etc. This was all to the good, but of course it is not directed at the same issue as compulsory legislation, though it would tend to lessen the size of the issue. The situation resembles the mathematical problem of the frog that found himself at the bottom of a well and was able to jump only half the distance out at each successive leap.

It should be recognized, as an element in the problem, and perhaps one of the most dangerous elements, at least in the minds of those who oppose compulsory, that the idea of compulsory itself has velocity. It is not static. Undoubtedly it made headway during the time the New York legislature was in session, and it is not going to lie dormant until the next session of the legislature.

718, premium reserve \$4,818,156, capital \$600,000 and net surplus \$3,473,336. The assets of Skandia were \$8,896,460, premium reserve \$3,854,525, statutory deposit \$250,000 and net surplus \$3,494,742.

Assets of Hudson were \$3,055,912, premium reserve \$963,631, capital \$600,000 and net surplus \$1,149,242.

### Munro Insurers Report

The companies doing a reinsurance business under the management of J. A. Munro have published their annual reports, these being Prudential of Great Britain Located in New York, Hudson of New York and Skandia.

Prudential shows assets of \$10,584,-

## PERSONALS

Harold V. Smith, president of Home; Vincent Cullen, president of Treaty Management Corp. and Louis H. Pink, consultant of Associated Hospital Service of New York, are all on the board of trustees of the Georgia Warm Springs Foundation. Mr. Cullen and Mr. Pink are on the executive committee.

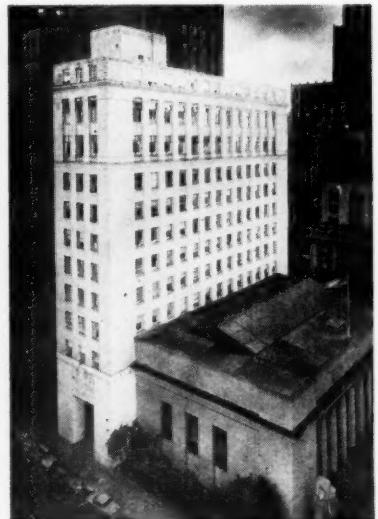
Joseph Magnus, president of James S. Kemper & Co. agency of Chicago, was honored by Chicago Boys Clubs as "man of the year" at a banquet last week.

Don L. Christenson, Topeka, Fire Association state agent, is recuperating at his home from a serious illness which had required hospitalization and blood transfusions.

John S. Warren, manager of the mid-western department of General Accident and Potomac, was given a luncheon last week when members of the department's 25 Year Club and department heads met on the occasion of his 25th year with the company. Mrs. Warren was also in attendance.

### NOW OWNS ITS H.O.

Industrial Indemnity has purchased for \$1,200,000 the 12-story building at 155 Sansome street, San Francisco, from San Francisco Stock Exchange. Industrial Indemnity has had its home



office in this building since 1946, now occupying the fifth and most of the sixth floor. A division office is also located at 350 Sansome, and there is an accounting office at 500 Howard street.

Early in 1951, Industrial Indemnity bought a site at 3142 J Street in Sacramento and erected a building for its Sacramento offices. The investment in this was in excess of \$160,000.

The 25 year group of General Accident at Chicago now numbers 16 men and five women. Mr. Warren was given a desk set. He has been at Chicago since 1951 and before that was for seven years assistant agency superintendent at the home office.

W. A. Schickedanz, who operates the southern Illinois supervising general agency at Belleville, this year is marking his 30th insurance anniversary. Mr. Schickedanz recently entertained several Bituminous Casualty home office executives.

R. E. Winkler of the Frederick Rauh & Co. agency is serving as initial gifts chairman in the annual fund drive of the Cincinnati Charter committee.

Joseph P. Riley, local agent at Charlestown, S. C., is a candidate for election as a director to represent the third election district of the U. S. Chamber of Commerce.

Charles K. Foote of Beezley, Outland & Foote, Wichita, a former secretary of Kansas Assn. of Insurance Agents, has been named treasurer of Wichita Historical Museum Assn.

Robert P. Butts, president of Robert P. Butts & Co., Springfield, Ill., general agency, is in Florida vacationing.

Dwight T. Ely, production manager of Ohio Farmers, will be advertising contest director for Insurance Advertising Conference, guiding the handling of entries and the judging of the contest, for 1953.

H. H. Bretman of the Englehardt-Krogman & Co. agency, Chicago, enjoyed a vacation of several weeks at Key Biscayne, Fla.

## DEATHS

FRANK M. HOFFMAN, 76, retired vice-president of London Guarantee, died at his home in Clearwater, Fla. He retired 12 years ago. He joined London Guarantee in Chicago in 1893 and was with it 45 years.

JOHN T. HUTCHINSON, who was for many years secretary and chief headquarters executive of the old Insurance Federation of America, died at his home at Waterville, O., Sunday. He had been retired since about 1936. The Federation has been inactive since then although the charter is in the hands of Assn. of Casualty & Surety Companies.

GEORGE B. BUTTERFIELD, 62, secretary of Hartford Accident and a nationally prominent leader in the field of accident prevention, died at his home in West Hartford, following a brief illness. Mr. Butterfield, who had been with the company for 26 of his 38 years in the insurance business, graduated from Pennsylvania State College in 1913 with a degree in civil and mining engineering. After two years service with several large mining firms in western Pennsylvania, he

Howard J. Burridge, President.  
Louis H. Martin, Vice-President.  
Joseph H. Head, Secretary.  
John Z. Herschede, Treasurer.  
420 E. Fourth St., Cincinnati 2, Ohio.



KANSAS CITY 6, MO.—605 Columbia Bank Bldg., Tel. Victor 9157. William J. Gessing, Resident Manager.

MINNEAPOLIS 2, MINN.—558 Northwestern Bank Bldg., Tel. Prospect 1127. Howard J. Meyer, Resident Manager.

NEW YORK 38, N. Y.—99 John Street, Room 1103, Tel. Beekman 3-3958. Ralph E. Richman, Vice-Pres.; J. T. Curtin, Resident Manager.

OMAHA 2, NEBR.—610 Keeling Bldg., Tel. Atlantic 3-4146. Richard F. Black, Resident Manager.

PHILADELPHIA 9, PA.—123 S. Broad Street Room 1127, Tel. Pennypacker 5-3706. E. H. Fredrikson, Resident Manager.

PITTSBURGH 22, PA.—503 Columbia Bldg., Tel. Court 1-2494.

SAN FRANCISCO 4, CAL.—507 Flatiron Bldg., Tel. Exbrook 2-3054. F. W. Bland, Pacific Coast Manager.

### The NATIONAL UNDERWRITER

PUBLICATION OFFICE:  
175 W. Jackson Blvd., Chicago 4, Ill.  
CIRCULATION OFFICE:  
420 E. Fourth St., Cincinnati 2, Ohio

ATLANTA 3, GA.—432 Hurt Bldg., Tel. Walnut 9801. Carl E. Weatherly, Jr., Southeastern Manager.

BOSTON 11, MASS.—207 Essex St., Rm. 421, Tel. Liberty 2-1402. Roy H. Lang, New England Manager.

CHICAGO 4, ILL.—175 W. Jackson Blvd., Tel. Wabash 2-2704. O. E. Schwartz, Chicago Mgr. A. J. Wheeler, Resident Manager.

Editor: Kenneth O. Force.  
Associate Editors: John C. Burridge, Charles C. Clarke, William H. Faltysek and F. A. Post.  
Assistant Editors: Ellsworth A. Cordesman, and Warren Kayes.

CINCINNATI 2, OHIO—420 E. Fourth Street, Tel. Parkway 2140. Chas. P. Woods, Sales Director; George C. Roeding, Associate Manager; George E. Wohlgemuth, News Editor; Arthur W. Riggs, Statistician.

DALLAS 1, TEXAS—708 Employers Insurance Bldg., Tel. Prospect 1127. Alfred E. Cadie, Southwestern Manager.

DETROIT 26, MICH.—1102 Lafayette Bldg., Tel. Woodward 3-2826. A. J. Edwards, Resident Manager.

Executive Editor: Levering Cartwright.  
Production Manager: Robert J. Lynch.  
Teletype CG-654

became an engineer with Associated Companies and subsequently was named manager of that organization's Hartford office. He joined Hartford Accident's home office staff as an underwriter in the automobile and liability department in 1927. In 1929 he was appointed superintendent of the newly-created special risk and engineering department, was elected assistant secretary in 1936, and three years later was advanced to secretary.

**WILLIAM L. KEATING**, 61, vice-president and Ohio manager of American States of Indianapolis, died at Knoxville, Tenn., as he and Mrs. Keating were on their way to Florida.

**MARTIN LOEWING**, 76, one of Seattle's old-timers, died after several weeks illness. He was manager of the insurance department of McGraw, Kittinger & Case for a number of years and was active in the Old Insurance Exchange, forerunner of the present King County Insurance Assn. Later, he was for several years manager for Pearl at Seattle.

**CHARLES ROBERTS**, 66, manager at Wilkes-Barre, Pa., of Eureka Casualty, died of a heart attack.

**CHARLES T. PORTER**, 63, Bay City, Mich., local agent, long active in Bay City Assn. of Life Underwriters and Northeastern Michigan A. & H. Assn., died of a heart ailment from which he had suffered for about 10 years. He was chairman of the Bay county board of county auditors, was active in civic affairs and once won the Episcopal "Bishop's Cross" for leadership.

**RAYMOND H. ENSIGN**, 55, of the Seattle staff of Marsh & McLennan died following a four months illness. He was a son of the late Horace R. Ensign, formerly manager of Pacific Coast Adjustment Bureau. For many years he was manager of the insurance department of John Davis & Co. at Seattle. He served as president of King County Insurance Assn. and secretary of the Washington association.

**EMMETT B. PORTER**, who operated E. B. Porter Adjustment Co. at Austin, Tex., died after a brief illness. Before opening his own office he was for 13 years manager of General Adjustment Bureau at Austin. He was a veteran of the first war and a past president of Texas Assn. of Independent Adjusters. His wife, a past president of Federation of Insurance Women of Texas, has been actively associated with him.

**CARL L. BROWN**, 65, Miami attorney who was active in insurance legal matters, died there. He was senior member of the law firm of Brown, Bean & Hill.

**J. E. PURKISER**, 73, local agent and former postmaster at West Baden, Ind., died at his home.

**THEODORE FRAZIER**, 82, vice-president of Paul M. Frazier agency, Knoxville, Tenn., until his retirement 10 years ago, died after a lingering illness.

#### Tanner Incorrectly Identified

The National Underwriter in the April 2 issue made the mistake of incorrectly identifying the company with which Don J. Tanner is connected. Mr. Tanner recently became executive special agent for Central Surety. He was previously with Boston in Illinois.

**Kurt Hitke & Co.**, managing agency for substandard and unusual lines, has moved its Pacific Coast department offices to new quarters on the ground floor of 1535 Wilshire boulevard, Los Angeles.

## No Harmful Measures Passed in Washington

More than 80 members of King County Insurance Assn. heard talks by George W. Clarke of Clarke, Clarke & Albertson, insurance attorneys, and John L. Warne, chairman of the workmen's compensation committee of Washington Assn. of Insurance Agents, at a luncheon meeting at Seattle.

Mr. Clarke reported that no measures considered adverse to the insurance business were passed by the 1953 legislature. He warned, however, that some professors at the University of Washington and Washington State College could be expected to continue to push the idea that the office of insurance commissioner should be abolished and duties transferred to a minor official appointee.

Mr. Clarke said that there were two bills on taxation. One would have given the counties the power to tax all businesses. This measure was amended to eliminate the power to tax insurance premiums presently preempted by the state. Another bill, known as the "home rule" measure, would have barred the legislature from preempting the taxation field and thus would have opened up the likelihood that counties and municipalities would tax premiums.

A measure legalizing joint control of sureties was passed without opposition.

LeRoy Hunter, president, had charge of the meeting.

## Propose War Risk Cover on U. S. Property Abroad

**WASHINGTON**—Tentatively scheduled for April 14 is a hearing before a Senate banking and currency subcommittee headed by Senator Bush, Connecticut, on a bill by Senators Maybank and Capehart to authorize the Export-Import Bank to provide government insurance against risks of loss or damage to tangible personal property in transit to or located in friendly foreign countries.

Rep. Wolcott, Michigan, chairman House banking committee, introduced a similar bill authorizing insurance up to \$100 million by the bank of U. S. property abroad. Rep. Brown, Georgia, also offered such a bill. In general, these measures would apply to the extent that loss or damage results from hostile or warlike action, including civil war, revolution, rebellion, insurrection or civil strife, or from confiscation by a foreign government or its agencies, to the extent that the property is owned by the insured or constitutes security for financial obligations owed to him. The property concerned must have been produced in this country and exported in commercial intercourse.

**Royal-Liverpool Completes A&H Forms Revision**

Royal-Liverpool A. & H. department has a new program involving substantial replacement of all existing forms. One policy eliminates adding each optional coverage by rider; total disability weekly indemnity is the only coverage that must be purchased. Increased benefits have been added and total disability benefits payable previously for 52 weeks are now for 104. Dismemberment lump sums have been increased and there are guaranteed minimums, not compulsory amounts; partial disability benefits are up from

40 to 50% and payable for 52 weeks instead of 26.

Another policy is especially for male risks in the less hazardous occupations, and weekly benefits are payable for as long as insured is unable to follow his own occupation, even for life. There is also a revised form for accidental death and dismemberment which provides increased limits of blanket medical reimbursement.

A new health policy permits free choice of benefits which will be sold with a benefit paying rate of 104 weeks, twice the previous standard period. Other benefits have been increased and optional nurse and surgical coverages improved. Premium age groups have been changed in a hospital expense policy so that uniform premium applies from age 19 through 59, with an increase at age 60 and renewal permitted to age 65. Also, a family hospital expense policy is now available.

Only three policy forms will be continued unchanged—individual and family \$5,000 medical expense, individual and family polio, and the \$10 automobile and travel accident policies. All other commercial forms were replaced effective April 1.

## Hoff Resigns; Phillips

### U. S. F. & G. Milwaukee Chief

George Hoff, manager of the Milwaukee office of the U. S. F. & G. since 1921 and with the company since 1906, has retired. He is being succeeded by Robert F. Phillips, assistant manager since 1945 and with the company since 1924. Urban Krier, formerly a special agent of the company and for the last eight years executive secretary of Wisconsin Assn. of Insurance Agents, has been made assistant manager.

## Mo. Associations Elect

James V. Corrigan was elected president of the newly organized Poplar Bluff (Mo.) Assn. of Insurance Agents at the organization meeting. He is a former president of the Missouri association and now chairman of its executive committee. Kendall D. Clove was elected vice-president and Ezra A. Cox, secretary.

Permanent officers of the recently organized Sedalia Assn. of Insurance Agents have been installed. They include: President, J. L. Van Wagner, Jr.; vice-president, W. F. Dean, Fowler agency; secretary, J. W. Watts.

New officers of Springfield Fire & Casualty Agents Assn. include: President, James W. King, Murray & Kent; vice-president, Rick Phillips, E. W. Phillips & Son, and secretary, Milt Phillips, A. T. Quisenberry Insurance Service.

## Form Baldwin Memorial

A fund to honor the memory of Kansas City's late fire chief, Harvey L. Baldwin, is being raised by insurance men there. Leo E. Gribble is handling the fund for companies and field men; Frank McGee for the production end of the business; and Cliff C. Jones, Sr., for the fire patrol and local companies.

## Baldwin To Tell I.M.I.B. Value

L. M. Baldwin, secretary of Travelers marine department, will speak April 14 at a luncheon meeting of Mariners Club of Connecticut in Hartford, on the value of the Inland Marine Insurance Bureau to the industry.

The name of the new chairman of Federal Trade Commission is Edward F. Howrey. He succeeded James M. Mead. In a previous edition, Mr. Howrey's name was misspelled.

## FIELD

## Hanover Names Romer Illinois State Agent

Hanover Fire has appointed John F. Romer as state agent for central and northeastern Illinois with headquarters in the western department office at Chicago. Mr. Romer was for eight years with the Illinois Inspection Bureau and subsequently with the engineering department of Phoenix of Hartford.

Richard P. White, state agent, will continue to handle southern Illinois with headquarters at Springfield, and Richard R. Savage will continue as state agent for northern Illinois with headquarters in the western department.

## Fireman's Fund Names Yarbrough and Baker

Herbert A. Yarbrough, Jr., and Ancil Baker, Jr. have been appointed special agent and marine special agent, respectively, for Fireman's Fund, the former for southeast Georgia, and the latter will work out of division headquarters at Dallas.

Mr. Yarbrough joined the company at Dallas in 1948 and received training at the Atlanta departmental office. In 1951 he was appointed special agent in southeast Texas. He is a navy veteran and a graduate of University of Texas. Mr. Baker has been with the company for three years as a marine underwriter at Dallas.

## Miami Valley Puddle Elects

CINCINNATI—New officers of the Miami Valley puddle of Ohio Blue Goose are: H. E. Adamson, Jr., Western Adjustment, big toad; R. T. Galvin, state agent St. Paul F. & M., polliwog; G. E. Wohlgemuth, THE NATIONAL UNDERWRITER, croaker, and W. E. Welpton, marine surveyor Underwriters Adjusting, bouncer.

F. S. Bard, North America, retiring big toad, said the informal Friday luncheons each week had been highly successful and urged their continuance. R. E. Sewell, state agent Royal-Liverpool, will be chairman of arrangements for the annual pond outing here in the fall, he said. E. J. Canning, Fireman's Fund, who has capably served as polliwog, has been transferred to Columbus as farm manager for his company.

## Honor Mo. Veterans

Three veteran Missouri field men, who retired recently, are being signalized at a dinner to be held at Kansas City April 20. Those to be honored are William G. Curry of Phoenix of Hartford, and George W. Fagan and Howard B. Henry, Great American. W. O. Woodsmall is general chairman. Otto Ramseyer is chairman of the committee in charge of getting the best steaks available for the dinner.

## Honor So. Cal. Ex-Presidents

Twelve of the past presidents of Southern California Fire Underwriters Assn. were guests of honor at the first of a series of Old Timers Days. The program also included a talk by Manager J. T. Silveira of the Los Angeles office of Pacific Fire Rating Bureau.

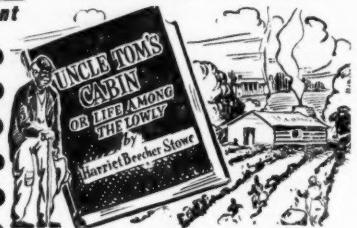
The past presidents honored included Fred Kreiger, Verne McKinney, August Schneider, R. W. McGuire, Gilman Camp, Ray Elmore, Paul Regan, Marshall Rankin, Howard Way,

**THEY MADE HISTORY***It Happened While He Was President***MILLARD FILLMORE**

Thirteenth President; born January 7, 1800; died March 8, 1874. Taylor's sudden death in 1850 brought Fillmore to Presidency.

**STEPHEN FOSTER**

composed his memorable ballads.

**13: MILLARD FILLMORE****UNCLE TOM'S CABIN**

was published in 1852.

**CALIFORNIA JOINED**

the Union in 1850.

**AGENTS ARE MAKING HISTORY...**

... representing Hawkeye-Security & Industrial. These agents know that these two companies do everything possible to help them build volume. They can depend upon Hawkeye-Security & Industrial to provide prompt settlement ... every sales aid ... and skilled field representatives to work closely with them at all times.

**HAWKEYE - SECURITY  
INSURANCE CO.  
INDUSTRIAL INSURANCE CO.**

Des Moines, Iowa



Pioneers in Multiple-line Underwriting

**TRINITY UNIVERSAL INSURANCE CO.**

DALLAS, TEXAS

**FIRE • CASUALTY • BONDS**

Edward T. Harrison, Chairman of the Board

Gordon S. Yeargan, President

1886—OVER A HALF CENTURY OF SERVICE—1952

**The North American Accident Insurance Co.**

209 So. LaSalle St., Chicago, Illinois

We write every practical form of Life, Accident, Health, Hospitalization and Medical Expense Insurance

District Managers and Representatives WANTED

S. ROBERT RAUWOLF, Agency Vice President

A GOOD YEAR TO CONNECT WITH A GOOD COMPANY

**Lumbermens Mutual Has New Records in 1952**

Records in premiums, assets and surplus were set by Lumbermens Mutual Casualty in 1952. Premiums reached \$116,599,000, an increase of \$7,544,000 or 7% over 1951. Assets at year end totaled \$156,199,000, an increase of \$15,817,000 or 11%. Net surplus advanced to \$16 million.

Combined underwriting and investment earnings after dividends to policyholders were \$4,053,000. Federal income taxes sliced \$1,646,000 from this amount, leaving a balance of \$2,407,000. Of this balance, \$1,407,000 was transferred to reserve for policyholders dividends. The reserve for security fluctuation was increased \$500,000 to \$3 million and \$500,000 was added to net surplus.

Taxes, licenses and fees incurred in 1952 for federal, state and local governments amounted to \$5,238,000.

The company took no credit in its annual statement for the amount by which market value of its stock portfolio exceeded book value, approximately \$2,500,000.

In December, 1952, shortly after its 40th anniversary, the company passed the \$1 billion mark in premiums written since organization.

**Pass W. C. Act Validating Experience Rating Plans**

RALEIGH, N. C.—Legislation validating experience rating plans for auto liability and workmen's compensation insurance has been rushed through the North Carolina legislature at the request of Commissioner Cheek and North Carolina Auto Rate Administrative Office.

The legislation corrects statutory defects pointed up by the supreme court when it upheld an appeal by Blue Bird Taxi Co. of Asheville from a 52% rate debit. The court ruled the statutes authorized only premium credits and thus prohibited debits. The new law specifically authorizes both debits and credits.

Blue Bird, which first indicated it would fight the new law, withdrew its opposition when insurance people said they would not oppose companion legislation to exempt taxicab companies from the experience rating plan. A new bill was introduced to carry out that agreement. Now, the scrap over the taxi proposal is expected to resolve itself into a fight between Blue Bird and other taxicab companies which are interested in keeping the experience rating plan.

**Set Cal. C.P.C.U Institute**

The Northern California C.P.C.U. chapter will hold its annual institute June 29-July 1 at Stanford University, Palo Alto. Howard Martin, dean of the school of insurance at Golden Gate College, San Francisco, is chairman. He reports that the topic for this year's institute will be "The Insurance Marketing System". Speakers have been selected from both company and producer ranks. The institute is receiving the cooperation and support of C.P.C.U. chapters at Denver and Los Angeles.

**Apply License Law to Reciprocals**

COLUMBUS—A bill has been introduced in the Ohio legislature which would make the agents licensing laws applicable to reciprocals. Barred by the courts from writing insurance as licensed agents, many automobile dealers are now selling insurance as representatives of reciprocals. All the exchanges need do is to certify the names of the agents to the insurance department. No examination or license is

necessary.

Rep. Johnson of Medina has introduced a bill which would give private insurers the right to compete in Ohio in writing workmen's compensation.

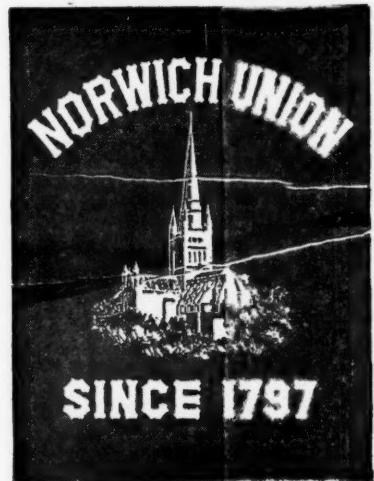
**A. I. U. Latin American Division Has New Home**

International Underwriters for Latin America is now moving into its handsome new four-story-and-basement building at 23rd and F at Havana, Cuba. For the past 10 years it has occupied what was once residential property. The new building is modern in design and furnishings and is competently air conditioned. The exterior features the new tropical light diffusion devices, which are familiarly known as "pigeon holes." There are 125 members of the staff. The president is Henry Fernandez Silva and vice-president is Murray A. Coker. The move is being made gradually and the plan is to hold a formal opening in June. This is the regional office for the entire Latin American and West Indies operations of American International Underwriters.

**Forum at Chanute, Kan.**

An insurance forum is being held April 9 at Chanute by the zone 2 committee of the Kansas public relations committee and local agents of Chanute. All agents in southeast Kansas representing stock companies are invited. Homer Minnick, Central Surety, will be chairman and Carl Sparenburg, Fireman's Fund, vice-chairman. There is an afternoon session and a dinner, followed by the showing of the sound film, "I Take Risks."

E. H. Hosford, Central Surety, will discuss automobile problems; C. J. Wintrol, Royal-Liverpool, bailee's and transportation floaters; William Gifford, Home, farm insurance, and Kenneth Ross, Arkansas City, state national director of Kansas Assn. of Insurance Agents, will review agency problems as viewed by local agents.



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## Casualty Direct Premiums and Incurred Losses in 1952 in ILLINOIS

	Total Prem. and Losses	Work. Comp. Prem. and Losses	Other Liab. Prem. and Losses	Auto. Prem. and Losses	Auto. P.D.L. Prem. and Losses	Auto. PH.D. Prem. and Losses	Fidel. Prem. and Losses	Plate Glass Prem. and Losses	Burg. Theft Prem. and Losses		Total Prem. and Losses	Work. Comp. Prem. and Losses	Other Liab. Prem. and Losses	Auto. P.D.L. Prem. and Losses	Auto. PH.D. Prem. and Losses	Fidel. Prem. and Losses	Plate Glass Prem. and Losses	Burg. Theft Prem. and Losses		
Acc. & Cas. ....	—4,969	3,448	—98	—7,031	—1,236	—29	—156	—	—36		78,865	22,111	4,083	21,384	13,483	14,406	—	121	280	
	12,060	4,848	1,441	—13,619	3,801	—528	—	—	—25		47,250	12,997	—45	14,236	7,725	12,205	—	—	—	
Aetna Cas. ....	3,419,843	2,345,739	814,316	1,937,724	975,838	—	749,875	93,099	262,072		128,150	—	4,377	15,108	7,605	27,413	327	859	1,703	
Allied M. C. ....	3,095,564	1,198,874	206,210	899,449	474,816	—	53,563	34,565	67,634		76,702	—	4,436	23,664	12,008	20,687	384	1,071		
Allied M. C. ....	1,296	197	467	300	274	—	—	—	17		1,300,680	255,372	17,977	430,383	189,365	395,578	—	—	—	
Allstate ....	16,153,948	—	410	7,306,483	3,250,519	5,596,384	—	—	—		624,680	208,113	—13,020	185,817	76,002	160,221	—	—	—	
	7,075,207	—	—	3,668,984	1,818,401	1,587,822	—	—	—		3,970,010	—	—	57,318	2,587	139,412	—	—	—	
Amer., N. Y. ....	9,447,647	448,425	365,693	1,273,019	601,771	993,494	4,048	92,991	162,995		1,993,024	—	—	1,993,024	—	—	—	117,224		
Amer. Auto. ....	4,126,626	332,041	87,510	493,690	285,434	572,849	—38	12,952	37,883		7,506,548	1,295,779	362,393	1,498,124	615,482	9,887	146,316	63,629	117,150	
Am. Agricult. ....	252,292	—	5,381	103,769	84	—	—	—	—		155,042	—	—130	85,843	30,149	39,172	—	—	—	
Am. Auto. ....	5,322,911	646,677	410,666	2,640,771	1,229,217	10	60,138	99,980	147,785		621,999	2,700,995	2,171,863	8,142,835	9,640	—	—	—	—	
Am. Bonding ....	2,759,897	484,274	131,013	1,411,329	589,376	—624	16,695	53,662	59,234		2,844,280	—	445,591	2,199,483	1,568,531	4,762,747	—	884	2,061	
Am. Bowlers ....	217,841	—	—	—	—	—	—	—	—		1,065,524	—	1,373	312,677	306,276	390,665	—	22	—	
Am. Employ. ....	41,865	—	—	—	—	—	—	—	—		351,997	—	39,611	27,496	4,685	2,296	—	—	—	
Am. Employ. ....	14,930	14,930	—	—	—	—	—	—	—		354,112	76,368	20,031	117,367	52,851	22,289	—	—	—	
Am. Cas. ....	332,954	352,299	210,324	624,247	301,962	38	87,818	26,798	118,574		236,343	—	58	6,022	172,676	12,452	37,864	—	—	
Am. Eagle. ....	190,891	146,276	486,447	216,142	979	96,723	14,719	71,916	—		1,501,729	103,477	1,082,466	488,105	—	—	—	—	—	
Am. Eagle. ....	669,313	—	—	—	—	—	—	—	—		351,979	351,979	190,891	146,276	979	96,723	14,719	71,916	—	—
Am. Employ. ....	913,440	187,992	92,908	258,306	120,507	49,221	42,167	21,795	55,506		354,112	76,368	20,031	117,367	52,851	22,289	—	—	—	
Am. Employ. ....	354,112	76,368	20,031	117,367	52,851	22,289	7,922	9,664	14,292		236,343	—	58	6,022	172,676	12,452	37,864	—	—	
Am. Employ. ....	622,891	21,331	13,398	149,966	82,333	169,093	—	754	2,118		1,501,729	103,477	1,082,466	488,105	—	—	—	—	—	
Am. Employ. ....	236,343	—	58	6,022	172,676	12,452	—	—	—		1,501,729	103,477	1,082,466	488,105	—	—	—	—	—	
Am. Employ. ....	1,615,729	—	—	—	—	—	—	—	—		351,979	351,979	190,891	146,276	979	96,723	14,719	71,916	—	—
Am. Employ. ....	812,722	8,633	321	4,766	3,786	439,749	121,324	155	41,607		351,979	351,979	190,891	146,276	979	96,723	14,719	71,916	—	—
Am. Employ. ....	336,571	11,513	5,522	—8,439	5,420	186,774	92,534	—70	34,102		351,979	351,979	190,891	146,276	979	96,723	14,719	71,916	—	—
Am. Employ. ....	806,558	—	—	—	—	—	—	—	—		345,407	24,804	120,147	78,429	49,868	3,787	43,970	14,717	—	—
Am. Motorists ....	4,745,731	817,103	60,597	313,549	113,453	185,416	82,612	3,445	5,202		104,854	95,995	103,477	1,082,466	488,105	—	—	—	—	
Am. Motorists ....	930,426	476,990	39,470	52,088	53,539	80,762	2,376	1,753	767		1,508,769	118,930	196,399	102,610	9,539	16,302	2,503	17,353	—	—
Am. Mut. Liab. ....	2,376,192	1,598,769	131,429	134,169	60,724	4,078	1,381	16	3,894		1,453,529	961,938	131,429	134,169	60,724	4,078	1,381	16	3,894	—
Am. Mut. Liab. ....	476,990	—	31	84	281	132	66	—	—		10,166	45	4,103	2,445	248	—	—	—	—	—
Am. Rains. ....	1,066,493	55,791	111,687	491,288	27,859	528	330,243	189	14,954		101,886	281	1,263	5,670	1,519	14,062	15,603	485	—144	
Am. States ....	1,651,609	355,569	137,561	616,869	388,261	515,963	29,250	21,433	54,329		671,837	62,340	294,027	25,493	136,724	—329	—	—	—	—
Am. Surety ....	1,065,987	182,755	20,587	267,225	173,310	225,810	25,147	6,280	12,126		387,344	94,979	25,962	138,382	123,561	22,908	13,300	61,448	—	—
Anchor Cas. ....	12,741	10,480	281	1,263	661	16	173	—75	—714		101,886	6,460	10,504	47,928	19,110	11,772	—900	3,265	4,139	
Arex Indem. ....	33,201	14,397	12,870	172	146	38	—	—	—		22,033	11,880	2,000	—139	—991	1,650	7,633	—	—	—
Assoc. Indem. ....	130,824	126,242	2,273	3	1	—	—	—	—		104,854	99,155	—1,065	—108	—	—	—	—	—	—
Atlantic, Tex. ....	14,472	—	80	9,599	4,801	—	—	—	—		3,244	—	1,305	2,629	—	—	—	—	—	—
Auto Club, Mo. ....	201,073	—	—	—	—	—	—	—	—		148,878	64,896	156,859	—	—	—	—	—	—	—
Auto-Owners ....	799,849	158,297	46,715	191,650	126,001	137,882	4,011	5,684	12,530		409,118	87,495	19,487	112,064	61,010	5,553	—	—	—	
Bankers Ind. ....	161,490	84,535	19,784	24,821	12,125	51	85	2,752	8,985		56,686	122,235	320,789	67,978	318,075	120,700	13,227	1,227,700	122,235	
Beacon M. Ind. ....	77,760	—	1,174	27,272	14,744	31,404	—	78	—		86,020	24,733	21,764	12,195	89,815	10,000	—	—	—	
Bitum. Cas. ....	4,024,333	2,861,143	458,286	215,247	135,031	187,489	—	—	—		2,079,407	1,607,769	154,004	78,423	20,121	—	—	—	—	—
Capitol Ind. ....	2,079,407	1,607,769	154,004	122,195	88,915	95,715	—	—	—		1,501,729	103,477	1,082,466	488,105	—	—	—	—	—	—
Car & General ....	569,180	26,069	35,730	282,620	130,101	—	—	15,135	28,428		387,777	32,284	21,764	12,195	89,815	10,000	—	—	—	—
Caroline Cas. ....	287,777	32,284	21,764	135,279	81,525	—	—	3,244	8,442		1,501,729	103,477	1,082,466	488,105	—	—	—	—	—	—
Cas. Ind. Exch. ....	28,738	—	143	—	—	—	—	143	—		2,958	—	—	—	—	—	—	—	—	—
Cas. Mut. Ill. ....	1,023,172	824,199	151,046	424,304	45,046	51,691	20,579	14,114	627		1,501,729	103,477	1,082,466	488,105	—	—	—	—	—	—
Cas. Recip. Ex. ....	193,726	88,656	8,431	51,691	20,579	14,114	—	627	555		387,777	32,284	21,764	12,195	89,815	10,000	—	—	—	—
Central Savers ....	86,020	39,812	2,241	25,288	11,619	6,296	423	—	—		1,501,729	103,477	1,082,466	488,105	—	—	—	—	—	—
Century Ind. ....	1,888,012	313,825	320,789	67,978</td																

	Total Prems.	Work. Comp.	Other Liab.	Auto. P.D.L.	Auto. PH.D.	Fidel.	Plate Glass	Burg. Theft		Total Prems.	Work. Comp.	Other Liab.	Auto. P.D.L.	Auto. PH.D.	Fidel.	Plate Glass	Burg. Theft
	and and Losses		and and Losses														
	\$	\$	\$	\$	\$	\$	\$	\$		\$	\$	\$	\$	\$	\$	\$	\$
Hd. M.C., Wis.	4,010,348	1,035,708	197,290	864,615	428,199	695,286	45,128	27,421		151,061	314,489	117,244	68,213	129,032	38,911	47,906	63,345
Hartford Acc.	11,895,874	2,647,584	1,162,506	4,128,795	1,979,452	251,040	20,322	9,743		104,449	29,613	38,676	26,722	39,051	5,049	12,561	12,002
Hawkeye-Sec.	6,855,507	1,759,209	582,514	2,649,241	1,197,254	48,066	103,234	85,964	125,227	679,108	295,795	131,150	195,205	295,795	131,150	195,205	
Highway Cas.	2,365,060	1,262,983	709,991	234,735	107,879	78,679	106,158	18,197	2,432	605,530	314,969	159,030	57,327	82,321	69,544	44,651	67,425
Home Ind.	1,116,949	145,792	137,196	241,120	78,219	364,549	108,863	51,220	173,514	35,515	32,445	22,039	74,769	35,515	535	535	
Hoosier Cas.	739,260	.....	5,668	121,794	77,566	136,859	101,158	18,197	2,432	370,758	670	59,247	47,904	72,156	670	5,749	5,464
Horace Mann	1,441,798	.....	3,153	131,978	73,071	143,991	100,175	26,940	2,432	13,256	13,256	13,256	13,256	13,256	13,256	13,256	
Houston F.&C.	13,661	8,633	258	65	27	58	.....	6	13,256	13,256	13,256	13,256	13,256	13,256	13,256	13,256	
Ideal Mut.	146,057	102,281	8,831	21,730	17,363	.....	.....	.....	13,256	20,322	20,322	20,322	20,322	20,322	20,322	20,322	
Ill. Cas.	107,257	63,352	3,370	25,382	12,090	.....	.....	.....	13,256	125,073	125,073	125,073	125,073	125,073	125,073	125,073	
Ill. M. Pl. Gl.	60,862	.....	.....	.....	.....	.....	.....	.....	26,685	26,685	26,685	26,685	26,685	26,685	26,685	26,685	
Ill. Natl. Cas.	3,467,397	37,168	42,048	1,221,899	785,777	887,538	3,414	7,587	1,325	9,771	1,325	9,771	1,325	9,771	1,325	9,771	
Indem., N. A.	8,787,036	811,568	543,996	1,040,621	507,369	55,846	202,911	33,236	249,238	2,321	2,321	2,321	2,321	2,321	2,321	2,321	
Indust., Ia.	4,708,085	433,462	140,259	470,439	295,050	29,624	182,492	11,335	68,548	366,324	366,324	366,324	366,324	366,324	366,324	366,324	
Inld. M. W. Va.	444,654	.....	.....	100,175	62,345	197,315	.....	.....	100,175	80	63	.....	.....	.....	.....	.....	
Ins. Co., N. A.	6,559,250	1,094	102,166	46,835	748,082	.....	1,325	9,771	1,325	6,098,830	207,392	140,336	264,752	104,756	2,321	1,321	
Interstate Cas.	2,727,486	14,192	14,238	207	540,673	461,496	448,605	809	1,208	4,831	2,596	1,345	2,333	2,825	4,831	2,596	
Iowa Mut.	2,312	59,718	20,191	92,182	63,137	97,696	1,879	16,352	1,325	59,718	59,718	59,718	59,718	59,718	59,718	59,718	
Ia. Natl. Mut.	1,660,758	382,126	88,279	408,179	269,655	441,271	6,712	2,321	1,325	1,660,758	751,779	188,151	2,321	1,325	1,660,758	751,779	
K. C. F. & M.	884,943	.....	2,708	28,430	15,760	51,057	233	898	2,708	28,430	15,760	51,057	233	898	2,708	28,430	
LaSalle Cas.	1,091,438	.....	29,228	5,261	5,948	11,726	19	45	211,767	84,846	211,767	84,846	211,767	84,846	211,767	84,846	
Liberty Mut.	10,623,066	5,284,730	1,234,730	920,111	1,356,778	662,845	725,169	102,114	18,391	74,614	1,325	9,771	1,325	9,771	1,325	9,771	
Lumb. M.C., Ill.	6,737,523	3,628,235	452,246	283,681	565,206	21,334	3,601	32,591	1,325	605,530	605,530	605,530	605,530	605,530	605,530	605,530	
London Guar.	3,702,874	1,090,249	443,628	950,936	468,404	85,219	12,657	63,099	100,741	1,325	9,771	1,325	9,771	1,325	9,771	1,325	
Lon. & Lan. Ind.	699,281	112,684	64,621	872	212,205	597,643	242,036	159	28,395	1,325	9,771	1,325	9,771	1,325	9,771	1,325	
London Lloyds	11,201,542	5,320,432	2,642,732	1,213,731	2,137,530	1,237,288	739,430	1,071	581,141	1,325	9,771	1,325	9,771	1,325	9,771	1,325	
M. Co. M. Au.	1,008,093	.....	.....	1,178,436	558,098	666,946	162,606	23,753	125,722	1,325	9,771	1,325	9,771	1,325	9,771	1,325	
M. Prot.	522,201	.....	.....	119,440	114,839	273,315	.....	.....	1,325	9,771	1,325	9,771	1,325	9,771	1,325	9,771	
Mfrs. & Merch.	814,633	262,502	115,550	162,274	86,476	182,155	1,325	9,771	1,325	1,325	9,771	1,325	9,771	1,325	9,771	1,325	
Mfrs. & Whrs.	568,669	194,481	54,320	111,344	64,557	104,394	1,325	9,771	1,325	1,325	9,771	1,325	9,771	1,325	9,771	1,325	
Mfrs. Cas.	24,333	.....	.....	13,850	7,929	2,477	.....	.....	1,325	9,771	1,325	9,771	1,325	9,771	1,325	9,771	
Mfrs. Indem.	1,387,874	183,984	124,042	448,860	211,896	353,321	57,191	45,545	62,726	1,325	9,771	1,325	9,771	1,325	9,771	1,325	
Manhattan Cas.	772,494	133,856	44,149	304,528	120,609	74,473	39,841	15,802	31,272	1,325	9,771	1,325	9,771	1,325	9,771	1,325	
Maryland Cas.	2,474,730	794,236	553,989	1,006,978	468,497	262,551	576,898	66,348	196,740	1,325	9,771	1,325	9,771	1,325	9,771	1,325	
Mass. Bonding	2,254,827	514,078	388,826	486,970	275,508	51,644	205,219	28,803	98,040	1,325	9,771	1,325	9,771	1,325	9,771	1,325	
Mass. Pl. Glass	1,125,720	401,710	98,802	328,478	122,784	25,009	51,039	10,837	41,319	1,325	9,771	1,325	9,771	1,325	9,771	1,325	
Mass. Gr. M. L.	50,619	.....	.....	4,220	28,857	15,297	23,702	10,990	35	1,325	9,771	1,325	9,771	1,325	9,771	1,325	
MFA Mutual	16,249	.....	.....	2,809	2,157	4,585	.....	.....	1,325	9,771	1,325	9,771	1,325	9,771	1,325	9,771	
Med. Prot.	211,611	211,611	.....	265	208	522	.....	.....	1,325	9,771	1,325	9,771	1,325	9,771	1,325	9,771	
Merc. Indem.	403,655	49,476	.....	.....	.....	.....	6,390	10,185	1,325	9,771	1,325	9,771	1,325	9,771	1,325	9,771	
Mer. M. Pl. Gl.	232,758	1,374	1,374	1,676	170,592	54,161	130	3,724	1,325	9,771	1,325	9,771	1,325	9,771	1,325	9,771	
Mich. Surety	10,214	.....	.....	21	33	9,989	148	23	1,325	9,771	1,325	9,771	1,325	9,771	1,325	9,771	
Milwaukee	1,569,733	731,537	1,325	143,236	69,029	110,060	208	209	1,325	9,771	1,325	9,771	1,325	9,771	1,325	9,771	
Mot. Veh. Cas.	1,549,651	.....	12,008	588,550	341,831	529,606	.....	507	1,325	9,771	1,325	9,771	1,325	9,771	1,325	9,771	
Natl. Au. & Cas.	671,270	117,579	27,858	148,547	86,380	100,707	40,491	5,268	4,696	1,325	9,771	1,325	9,771	1,325	9,771	1,325	
Natl. Cas.	446,644	94,398	23,884	91,882	66,428	75,235	25,808	1,683	1,406	1,325	9,771	1,325	9,771	1,325	9,771	1,325	
Natl. Fire	5,079,491	29,743	21,731	122,332	56,628	86,898	3,057	5,110	9,576	1,325	9,771	1,325	9,771	1,325	9,771	1,325	
Natl. Gr. M. L.	72,165	18,499	937	19,704	15,558	45,654	136	1,325	9,771	1,325	9,771	1,325	9,771	1,325	9,771	1,325	
Natl. Indem.	736,353	17,058	161,894	64,191	27,594	10,546	.....	24	1,325	9,771	1,325	9,771	1,325	9,771	1,325	9,771	
Natl. Unds.	20,649	-6,246	239,350	602	527	2,912	.....	24	1,325	9,771	1,325	9,771	1,325	9,771	1,325	9,771	
Natl. Surety	1,322,819	91,415	89,083	190,621	39,518	326,078	15,930	494,876	1,325	9,771	1,325	9,771	1,325	9,771	1,325	9,771	
Natl. Un. Ind.	29,166	1,910	923	16,609	10,137	25	210	159	1,325	9,771	1,325	9,771	1,325	9,771	1,325	9,771	
New Amst. Cas.	19,157	18	15	13,480	5,471	5,471	53	24	1,325	9,771	1,325	9,771	1,325	9,771	1,325	9,771	

## **1952 Illinois Totals by Classes Shown**

Premiums in these tables are shown on a direct writings basis and losses on a net incurred basis, with certain exceptions noted below. Totals for individual companies include all business written in Illinois, even those classes (such as fire, extended coverage, property damage other than auto, etc.) not shown in the accompanying tables. Fire companies are included in the table when the volume of their casualty business is \$50,000 or more, auto physical damage not being counted as a casualty line.

\*The A. & H. writings of life companies are shown as net premiums received, after reinsurance.

Property damage other than auto, etc.) not shown in the accompanying tables. Fire companies are included in the table when the volume of their insurance assumed and ceded, and net losses paid, also after reinsurance.

Hospitalization is shown on a net premiums and paid losses basis.

with losses shown as net incurred.

# **YOUR SILENT PARTNER and RIGHT HAND MAN.**



"Yes, an agent's Western Surety Company kit in the right-hand drawer of your desk keeps you equipped for instant action for the general run of bonding needs in your office. Special bond forms and special powers of attorney are often tailor-made to suit an agent's specific needs. Yes sir, the Western Surety Company kit in the right-hand drawer is your Silent Partner waiting to serve you and your customers." \*

## WESTERN SURETY COMPANY

**One of America's Oldest Bonding Companies**

**175 West Jackson Blvd.  
Chicago, Illinois**

Sioux Falls  
South Dakota

**102 East Ninth Street  
Kansas City 6, Mo.**

**1700 Commerce St.  
Dallas, Tex.**

John W. Phillips has opened his own general insurance agency at Cleveland. He has been for five years with Davis & Dissette, and before that for 12 years was insurance manager of Oglebay, Norton & Co.

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### Excess B.I. & P.D. Limits Over Primary

Special rating on high limits can save your assureds lots of premium.

Write your primary with lower limits and let us arrange your higher limits for trucking risks.

We have a market for direct Material Damage Insurance Trucking and Taxicab Risks. Also—Cargo, direct or excess, Chiropractors' Malpractice Insurance.

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### REINSURANCE

CONSULTANTS AND INTERMEDIARIES

"WE ARE WHAT WE DO"

## List Insurance Groups According To Total Premiums Written in 1952

Leading insurance groups from the standpoint of total premiums written in 1952 as compiled by the Argus Chart department of the National Underwriter Co. are shown herewith. The premiums do not include life business.

Rank	Group Name	Total Premiums Written	Group Name	Total Premiums Written
1.	Travelers	\$ 433,158,021	95. Yorkshire	\$ 10,735,360
2.	Aetna Life Group	329,284,098	96. Scottish Union	10,271,941
3.	Hartford Fire	313,539,857	97. Anchor	10,119,252
4.	America Fore	258,359,959	98. Reinsurance Corp.	10,018,463
5.	Liberty Mutual	226,970,139	99. Atlas Group	9,622,647
6.	Ins. Co. of N. A.	226,861,320	100. General Acceptance	9,573,347
7.	Home	214,047,200	101. J. A. Munro	9,480,110
8.	Royal-Liverpool	210,519,576	102. Calif. Compensation	8,393,959
9.	U. S. F. & G.	169,708,470	103. Fester, Fothergill &	
10.	James S. Kemper	156,252,869	Hartung	8,298,966
11.	General Motors	147,442,352	104. Millers National	7,895,378
12.	Fireman's Fund	146,155,222	105. Norwich Union	7,306,488
13.	Loyalty	143,539,945	106. New Zealand	7,066,698
14.	State Farm	138,949,297	107. Caledonian	6,882,984
15.	Continental Casualty	133,704,193	108. American Indemnity	6,614,415
16.	Aetna (Fire)	123,519,283	109. St. Louis Ins.	5,797,337
17.	Mutual Benefit	117,931,943	110. Selected Risks	5,597,690
18.	Allstate	117,346,777	111. Talbot, Bird & Co.	5,298,332
19.	Great American	111,389,439	112. Celina Mutual	5,144,212
20.	St. Paul F. & M.	104,730,216	113. Century	4,824,208
21.	Farm Bureau, Ohio	98,740,319	114. Tri-State	4,563,988
22.	Employers	85,863,915	115. Twin States	3,704,061
23.	Crum & Forster	83,850,241	116. American Equity	2,605,918
24.	Trans-America	82,497,268	117. Louisville	2,594,360
25.	Employers Mutual	80,934,562	118. Secured	2,487,725
26.	American, N. J.	77,795,397	119. Ins. Co. of Tex.	2,453,248
27.	American Mutual	75,783,290	120. Appleton & Cox	2,270,916
28.	General America	75,068,151	121. Canadian	2,160,587
29.	Service Companies	74,853,447	122. National, Omaha	1,918,621
30.	Phoenix-Connecticut	72,260,514	123. Suburban Casualty	1,477,256
31.	American-Associated	72,236,176	124. Chas. L. Jackman	1,278,268
32.	Zurich	68,953,363	125. Progressive	1,223,658
33.	Glens Falls	67,718,073	126. Merchants Fire	1,176,534
34.	General Accident	66,010,230	127. Agricultural, Wyo.	325,105
35.	National of Hartford	65,611,805		
36.	Hardware Mutual, Wis.	65,091,775		
37.	Swiss Reinsurance	58,738,812		
38.	Chubb & Son	56,434,011		
39.	Standard Accident	54,389,182		
40.	Commercial Union	54,240,854		
41.	Coml. Credit Group	52,364,586		
42.	Springfield F. & M.	51,471,552		
43.	Phoenix—London	45,725,860		
44.	Ohio Casualty	43,194,857		
45.	Boston	40,272,400		
46.	American Surety	40,070,107		
47.	Northwestern Mutual	36,328,632		
48.	Mich. Mut. Liab.	35,925,274		
49.	National Union	35,788,934		
50.	Fire Association	35,772,410		
51.	North British	35,223,702		
52.	General Reins. Corp.	35,066,473		
53.	Employers, Dallas	34,157,597		
54.	National Surety	31,447,588		
55.	London & Lanc.	31,347,423		
56.	Corroon & Reynolds	30,921,005		
57.	Eammo	30,807,927		
58.	Providence Washington	28,935,717		
59.	New Hampshire	27,725,492		
60.	Utica Mutual	27,381,148		
61.	American Casualty	27,303,525		
62.	Hanover	26,437,607		
63.	Western, Kansas	26,006,929		
64.	Atlantic	24,403,453		
65.	American Reinsurance	24,053,616		
66.	American Fidelity	23,855,952		
67.	Security, Conn.	23,295,526		
68.	Meserole Group	22,657,192		
69.	Hawkeye-Industrial	22,401,260		
70.	Hdwre. Mutual, Minn.	20,784,714		
71.	Ohio Farmers	20,560,056		
72.	New Jersey Mfrs.	20,086,551		
73.	Northern of N. Y.	20,085,260		
74.	Northwestern National	20,011,407		
75.	Merchants, N. Y.	19,738,387		
76.	Pearl American	18,702,649		
77.	Bituminous	17,871,191		
78.	Agricultural	17,291,681		
79.	Buckeye Union	17,193,522		
80.	Sun of London	15,663,405		
81.	Pennsylvania Mfrs.	15,567,287		
82.	Gulf, Texas	15,278,584		
83.	Indiana Lumbermens	15,278,584		
84.	Trinity Universal	14,995,770		
85.	Factory Mutual Liab.	13,172,695		
86.	Globe & Rutgers	13,062,556		

## Fifty-Year Growth in Premiums Is Traced

American Mutual Alliance has published statistics on the growth by five-year intervals over the last half century of the premium volume of fire and casualty companies subdivided as between stock, mutual and reciprocals-Lloyds. The tabulation is shown herewith:

Year	FIRE COMPANIES			CASUALTY COMPANIES			R - L	
	Premiums	Stock	Mutual	R - L	Premiums	Stock	Mutual	
1901	\$ 200	89.6	10.4	...	\$ 33	97.7	2.3	...
1906	301	88.6	10.4	1.0	65	98.8	1.2	...
1911	359	88.7	10.2	1.1	106	98.3	1.7	...
1916	507	87.6	9.8	2.6	210	94.7	4.7	0.6
1921	862	85.5	11.2	3.3	537	87.0	8.3	4.7
1926	1,156	85.5	10.6	3.9	897	85.2	9.5	5.3
1931	966	81.5	14.7	3.8	972	85.2	10.9	3.9
1936	912	79.9	16.4	3.7	923	75.2	19.5	5.3
1941	1,262	83.1	15.7	1.2	1,259	72.5	23.5	4.0
1946	1,963	83.0	15.8	1.2	1,974	70.9	24.7	4.4
1947	2,431	83.5	15.4	1.1	2,582	70.5	24.9	4.6
1948	2,660	82.2	16.5	1.3	3,036	70.3	25.0	4.7
1949	2,925	82.8	15.9	1.3	3,225	69.1	25.8	5.1
1950	3,145	82.8	16.0	1.2	3,555	69.5	25.5	5.0
1951	3,503	81.7	16.9	1.4	4,070	68.7	26.3	5.0

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## McCotter Chairman, Earl President of Grain Dealers Mutual

C. R. McCotter, president of Grain Dealers Mutual, Indianapolis, has been elected chairman. He succeeds F. A. Derby, Topeka, Kan., who continues as a director.

O. M. Earl was elected president; R. D. MacDaniel, 1st vice-president; and J. H. Bowen, secretary. All are members of the present home office executive staff.

In his final message to policyholders as president, Mr. McCotter reported substantial increases in assets, surplus



C. R. McCotter



O. M. Earl

few remaining areas of what he chose to call "free enterprise" policies. While policies do have to meet certain standards, there has not been sufficient standardization to inhibit the development of new and better policies by each company.

### Get Bids for Fla. Cover

TALLAHASSEE—In an effort to lower the insurance premium on its fleet of passenger cars and other road vehicles, Florida state road board asked for competitive bids. Bids received under the new plan range from \$64,000 from the L. N. Wade Co. of St. Petersburg to a high of \$100,000 from Fincher agency of Miami. The board has been paying about \$85,000 per year to the Conrad agency of Deland, which entered a bid of \$84,000.

The bids covered fire, theft and liability insurance for a fleet of 330 passenger cars, and liability for other road vehicles, such as steamrollers.

**Northern Assurance** has opened a service office in the Mohawk building, Spokane, where State Agent John G. Hallberg will have his headquarters, servicing eastern Washington, northern Idaho, and Montana. Special Agent Lloyd H. Mason remains at Seattle, covering western Washington.

and premiums written in the company's 50th anniversary year. Combined gain from underwriting and investments was \$2,904,000 before federal income tax and policyholders' dividends. It compared with \$2,407,000 for 1951.

Mr. Earl joined the company in 1919 as a field man, later was manager of the mill and elevator department. He was named secretary in 1942 and 1st vice-president in 1948. Mr. MacDaniel has completed 33 years with the company and heads the engineering and loss prevention department. He is a director of National Fire Protection Assn. Mr. Bowen is now manager of the elevator department and a member of the management committee of Mill & Elevator Rating Bureau, Chicago. He joined Grain Dealers in 1927.

## Brooklyn Brokers Assn. Holds Forum on A. & H.

Harry Schechter, New York City attorney, who is president of Southern New York A. & H. Underwriters, discussed some of the elementary legal considerations of A. & H. insurance at the Brooklyn Insurance Brokers' Assn. A. & H. forum. He stressed the importance of submitting correct information when filing a claim because even if an honest mistake is made, incorrect information can work against the insured.

James L. Carrier, field supervisor for Monarch Life, said that his company has found that successful agents are successful because of their ability to prospect. He said Monarch Life agents prospect at the time of sale, at the time of delivery and when they call to insure the client again. The Monarch Life agent delivers the policy in person because he is thus able to explain the policy and also obtain names of prospects.

If a client requests that his name not be used in the approach, the agent can arouse the prospect's curiosity by saying an anonymous friend suggested the agent call.

It may be necessary to prod the client's memory. It may be difficult to get the first name, but after the client mentions one friend, the names of several will usually follow.

Warren R. Behm, Massachusetts Bonding A. & H. department manager, said A. & H. policies are one of the

## To Include Secondary Lines for UA Purposes

NEW YORK—The uniform accounting subcommittee of the National Assn. of Insurance Commissioners at its meeting here under Chairman James J. Higgins of the New York department amended the U.A. instructions to include secondary lines. The blanks committee okayed the change.

The definition of acquisition cost was continued on the agenda. The purpose here was to defer the matter until after the meeting in Chicago May 4-5 at which will be discussed by two subcommittees the relation of U.A. to rate making.

The proposal of the business to shift moving expenses, which at times run pretty heavy when an office is moved from one city to another, from postage, transportation, etc. to miscellaneous, was not acted upon, which is the equivalent of rejection.

### N. J. Mutual Agents to Meet

The annual meeting of New Jersey Assn. of Mutual Agents, will be held at Asbury Park May 8. There will be a

panel clinic in the morning, followed by a luncheon and educational forum sponsored by New Jersey 1752 Club, with a banquet in the evening, at which President Douglas La Fontaine will preside.

## Dickey Asks for Attorney

Appearing before a house-senate appropriations committee of the Oklahoma legislature, Commissioner Dickey asked for a full-time attorney at a salary of \$4,320 a year to pass on applications for agents' licenses. He contended that applications for agent licenses are not properly reviewed and that some A. & H. agents are misrepresenting provisions of their policies.

Increased appropriations also were asked for the state insurance board.

## Johnson S. A. In Ohio

Clifford L. Johnson has been appointed special agent in Ohio by Aetna Fire to replace Special Agent Joe Jones, who goes to another territory in the state. A graduate of South Dakota Wesleyan University, he attended the company's field training school in Hartford.

## THIS WE BELIEVED

in  
**1929**

and in 1953 Still Do-

Statement  
Continental  
Assurance  
Company  
published in 1929:

"We believe that a fire and casualty agency to be well balanced should write life insurance and, in many instances, have a full fledged life department working in cooperation with other departments."

Ordinary  
Group  
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Permanent



Our belief in that principle is firm and unchanged. Continental Assurance has accumulated a rich store of experience in this connection . . . a value-plus in know how . . . which accounts for our unique ability to make life insurance a major asset to fire and casualty agencies.

Associates:  
Continental Casualty Company  
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Insurance Company

→ **Continental  
Assurance Company**

310 South Michigan Avenue, Chicago 4

**P.S.** If your clients want to own, not rent, their disability insurance, try Continental for Non Can A&H.

## Fire Company Premiums, Losses in Illinois

Fire and allied lines net premiums written and net losses paid on Illinois state business for companies licensed in Illinois are listed below.

Premiums and losses are for fire and allied lines only, including auto physical damage.

Casualty companies are listed if they wrote \$50,000 or more in fire and allied lines premiums.

	<b>Direct Premiums</b>	<b>Losses Incurred</b>	<b>Direct Premiums</b>	<b>Losses Incurred</b>	<b>Direct Premiums</b>	<b>Losses Incurred</b>		
Addisons Farmers	235,200	73,131	Merch. & Mfrs.	242,204	79,237	Standard, N. Y.	2,502,759	805,909
Aetna Casualty	56,385	14,246	Merch. Fire, N. Y.	753,368	301,349	Star	251,050	97,775
Aetna Fire	5,194,541	2,170,085	Merch. Fire, Colo.	119,244	43,605	State Automobile, Ind.	105,388	.....
Affiliated Underwriters	33,401	3,282	Mercury	44,245	12,918	State Farm Fire	436,907	158,604
Affiliated FM	132,149	2,036	Metropolitan Fire	128,271	202,642	State Farm Mutual	234,766	78,816
Agricultural	799,211	315,475	Met. Inter-Insurers	15,794	109,612	Stuyvesant	850,740	566,599
Albany	157,980	54,944	Michigan F. & M.	869,690	248,110	Sun	832,664	354,448
Alliance, England	-7,971	-3,948	Michigan Millers Mut.	645,260	143,787	Sun Underwriters	85,893	43,342
Allied Am. M., Mass.	133,670	33,615	Mill Owners, Ia.	1,024,091	107,133	Swiss Reins.	1,961,609	791,904
Allstate Fire	2,133,412	752,722	Millers Mutual, Ill.	1,197,483	323,307	"Switzerland" Gen.	286,011	157,630
Am. Alliance	857,297	351,741	National Fire	69,255	36,722	Thames & Mersey	554	563
Am. & Foreign	176,509	86,555	Miller's Mut., Tex.	55,017	20,064	Transcontinental	484,736	190,739
Am. Agricultural	102,945	43,199	Miller's National	128,610	1,109,830	Transportation	248,661	118,998
Am. Auto Fire	1,810,355	728,223	Milwaukee	13,671	398,287	Travelers Fire	4,933,775	2,120,494
Am. Aviation & Gen.	385,410	274,709	Monarch	158,886	598,012	Trinity Universal	197,100	52,612
Am. Bankers	75,540	16,698	Motors	16,056	1,562,999	Twin City Fire	122,336	67,931
Am. Central	398,521	174,009	Mt. Carroll Mut.	1,256,590	1,077	Underwriters	55,525	16,160
Am. Druggists Fire	62,061	19,854	Nat'l. Auto & Cas.	29,475	2,086	Underwriters Exch.	10,579	563
Am. Eagle Fire	902,990	335,000	Nat'l.-Ben Franklin	85,265	3,651	Un. & Phoenix Esp.	152,814	55,854
Am. Equitable	1,254,273	775,966	Nat'l. Grange Fire	10,360	United Benefit Fire	443,113	144,085	
American Exchange	14,121	707	Nat'l. Mutual, Ill.	22,431	United Firemen's	395,107	184,301	
Am. Fidelity Fire	244,696	118,000	Nat'l. Surety Mar.	237,320	United Firemen's	395,107	184,301	
Am. Fire, Tex.	1,756	11,485	Newark	10,327	United Mut. Re.	118,770	63,694	
Am. Home Fire	36,976	20,507	New England	1,100,899	United States Fire	2,489,917	1,183,698	
Am. Mfrs., N. Y.	514,061	159,315	New Hampshire Fire	12,590	United States F. & G.	1,187,826	357,507	
Am. Merch., Minn.	36,135	2,563	New York Reciprocal	18,360	Universal	400,033	159,961	
Am. Motorists Fire	2,985	424	New York Fire	758,278	writers	249,925	129,653	
Am. Mutual Reins.	81	81	Old Colony	1,022	Urbaine Fire	146,157	69,808	
American, N. J.	9,349,559	3,395,476	Ore. Mut. Fire	1,242,701	Vigilant	56,871	13,700	
Am. National Fire	221,717	130,527	Palatine	507,709	Virginia F. & M.	15,107	20,088	
Am. Reserve	213,828	91,943	Paramount	1,660,228	Warner Reciprocal	114,681	74,931	
American States	91,926	17,593	Pa. Lumb. Mut.	683,118	Washington Assur.	50,728	16,244	
Am. Union	272,449	323,223	Pa. Millers Mut.	12,172	West Bend Mutual	237,318	100,051	
Apex Mutual	314,037	81,026	Pacific Coast Fire	1,100,172	Westchester Fire	1,870,036	844,937	
Arkwright, Mass.	562,901	86,744	Pacific Fire	463	Western Assurance	163,597	59,501	
Assoc. Gen'l Fire	3,000	1,185	Pacific National	1,014,664	Western Fire	517,131	224,444	
Assurance, N. Y.	-13,462	10,248	Palatine	24,851	Western Millers, Kan.	67,187	21,861	
Atlantic Mut., N. Y.	317,067	122,485	Panama	212,108	Western National	140,680	67,557	
Atlas, England	379,670	177,973	Patriotic	1,666,228	What Chear Mut., R. I.	341,269	28,050	
Auto. Mut., R. I.	46,094	14,247	Pearl Assurance	10,294	World F. & M.	286,749	214,294	
Automobile	3,096,565	1,250,612	Pennsylvania Fire	1,166,948	Workmen's Mut., N. Y.	16,474	2,626	
Badger Mutual, Wis.	297,374	62,138	Philadelphia F. & M.	110,009	Yorkshire	202,337	70,722	
Bankers & Shippers	530,172	136,269	Philadelphia F. & M.	1,200,249	Totals	\$221,842,296	\$90,900,446	
Berkshire Mut., Mass.	63,360	15,514	Phoenix Assurance	1,172,722				
Birmingham Fire, Pa.	386,665	186,420	Phoenix, Conn.	1,014,664				
Blackstone Mut., R. I.	685,289	78,408	Pioneer Fire	59,591				
Boston	1,446,772	518,525	Planet	23,535				
Boston Mfrs. Mut.	1,117,776	202,995	Providence	368,472				
British America	56,077	25,614	Rochester	1,172,722				
British & Foreign	1,567	1,446	Royal	1,027,722				
British General	296	296	Royal Exchange	1,027,722				
Brotherhood Mut.	111,006	10,951	Safeguard	1,027,722				
Buffalo	114,134	42,146	St. Louis F. & M.	1,027,722				
Caledonian	130,355	89,411	St. Paul F. & M.	1,027,722				
Caledonian-Amer.	25,361	20,784	Seaboard F. & M.	1,027,722				
California	178,628	85,229	Security Mut., Minn.	1,027,722				
Calvert Fire	1,942,221	1,115,283	Security Mut., Kan.	1,027,722				
Camden Fire	601,758	230,760	Security, New Haven	1,027,722				
Canadian Fire	14,509	10,409	Rep. Mut., Tex.	1,027,722				
Canners Ex.	121,969	557	Resolute	1,027,722				
Centennial	497,532	224,233	Rochester Amer.	1,027,722				
Caledonian	130,355	89,411	Royal	1,027,722				
Century	210,625	159,444	Royal Exchange	1,027,722				
Charter Oak Fire	90,719	74,819	Safeguard	1,027,722				
Church, Wis.	12,732	525	St. Louis F. & M.	1,027,722				
Citizens, N. J.	1,210,691	673,076	St. Paul F. & M.	1,027,722				
Columbia, N. Y.	197,094	211,255	Skandinavia	1,027,722				
Commercial Un., Eng.	877,965	305,260	Southern Fire	1,027,722				
Commercial Un. Fire	234,289	76,043	Standard F. & M.	1,027,722				
Commonwealth	399,246	172,184	Standard Marine	1,027,722				
Concordia Fire	720	31,013	Standard, N. J.	1,027,722				
Conn. Fire	1,178,287	481,526		1,027,722				
Conn. Indemnity	69,601	36,960		1,027,722				
Continental	3,833,593	2,027,703		1,027,722				
Continental Casualty	571,599	180,194		1,027,722				
Country Mutual Fire	8,821,508	2,181,840		1,027,722				
Cream City, Wis.	15,399	15,780		1,027,722				
Detroit F. & M.	301,979	159,749		1,027,722				
Druggists Indemnity	6,650	3,309		1,027,722				
Mercantile								

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NO DIRECT BUSINESS

MAKE YOUR MARKET UNIVERSAL

# FIELD

(CONTINUED FROM PAGE 21)

Russell Edgerton, Russel Robertson, and E. W. Dunn. Three of the old timers were unable to attend—Marshall Paxton, J. T. Brocksieper and Arne J. Ulvila.

Mr. Schneider presided at the honorary section of the program and Mr. McKinney took over in response.

Mr. Silviera spoke on "Let's Take Inventory," reviewing developments of the past year along the lines of new coverages and changes in forms.

## Missouri Caravan Hits Road for 11 Meetings

The Missouri field men's caravan hit the road last week for a series of 11 sales meetings, the first one being held at Maryville. Others already have been held at Chillicothe, Sedalia and Springfield. Those still to come will be at Carthage, Poplar Bluff, Cape Girardeau, Jefferson City, Macon, and wind up at Hannibal April 23.

Subjects taken up at each of the meetings are extra expense, new style policy, rules and forms changes, meeting competition, marine (bailees' customers—laundries, cleaners, repair shops), farm and hail, casualty. The field men provide the chairman and three speakers on each of the topics listed at each meeting.

The series is divided into two sections, for the eastern and western parts of the state. Representatives of Missouri Assn. of Insurance Agents are attending each meeting to urge closer cooperation between agents and field men. For the western series they are Joe Jackson, Jr., Maryville, president of Missouri association; F. V. Griffith, Jr., of Kansas City, vice-president, and P. H. Hawes, also of Kansas City; for the eastern sector, E. J. Royce and James Holton, Jr., both of St. Louis.

## Boston Names Yeates S. A.

Arthur N. Yeates has been appointed special agent for Ontario by Boston. He will be associated with Charles F. Mist, Boston manager for eastern Canada, with headquarters at Toronto.

Mr. Yeates went with Boston in 1947 and had advanced training in the fire, automobile, special risk, marine, and loss departments. His first field assignment was in the Baltimore service office in 1948, and a year later he was placed in charge of the central and western Massachusetts field. He is an army veteran of the last war and also served 13 months in Korea.

## N. C. Field Club Elects

Stock Fire Insurance Field Club of North Carolina has elected these officers: Chairman, H. H. Phelps, Home; vice-chairman, E. L. Hearne, Yorkshire; executive committee, H. H. Adendorff, McAlister & Adendorff, general agents, Greensboro; A. S. Badger, Springfield; Frank W. Chapman, Fireman's Fund; C. A. Martin, American; S. F. Padgett, III, Virginia F. & M.; Clayton Stallings, Fire Association; Percy L. Carlton, Crum & Forster.

## Pickles To Pittsburgh

William F. Pickles, special agent of home office automobile department of Aetna group, has been transferred to Pittsburgh and will be associated with Manager Thomas E. Steele Jr. of the company's casualty department.

A Trinity College graduate, Mr. Pickles was a member of the automobile department from 1939 to 1941, be-

fore leaving for army service. He returned to the automobile department in 1946 and was appointed special agent seven months later.

## Arson Talk in Wisconsin

Fred Beddard, Racine, representing National Board, discussed "Arson" at the quarterly meeting of Wisconsin Fire Underwriters Assn. Don R. Morrissey, Appleton, president, and Paul H. Mast, Milwaukee, executive secretary of Wisconsin Assn. of Insurance Agents, spoke briefly and commented on the fine cooperation of the field men and local agents in Wisconsin.

President Lloyd E. Wallace, Jr., Niagara Fire, announced the appointment of Eli Shupe, Home, as chairman of the committee arranging the annual field club meeting at Maxwelton Braes, Baileys Harbor, Wis., June 24-25. The Blue Goose will hold its annual meeting and election the night of June 23. Mr. Shupe, as chairman of the legislative committee, brought the field men up to date on insurance matters at the current session at Madison.

Nick Kleber, Wichita, Phoenix-Connecticut state agent is recuperating at his home following minor surgery and hopes to return to his field in another 10 days.

## Northern Names Nelson

Robert P. Nelson has been appointed Northern Assurance state agent for Minnesota to succeed A. G. Goodspeed, who has resigned. Mr. Nelson was with the Minnesota department for five years and since 1934, except for four years' war service, has been in insurance work, the last three with General of Seattle as special agent in North and South Dakota and part of Minnesota.

## Ford St. Paul State Agent

Orrin J. Ford has been appointed state agent for Michigan for the St. Paul group. Mr. Ford, who will have offices at Grand Rapids, has been in the business since 1930 and formerly was with Providence Washington.

C. R. Morscheck recently resigned as St. Paul's Michigan state agent to join the Mourer agency at Lansing, which represents the St. Paul group.

## Davis to St. Charles

Leo Davis, special agent of American, has moved his headquarters from the western department office at Rockford to a new field office just established at St. Charles, Ill., which is nearer the center of Mr. Davis' territory.

## Eureka, Kan., Inspected

Some 36 members of Kansas Fire Prevention Assn. turned out for the Eureka inspection, to close the year's inspection program. George Gow, chief newscaster of Wichita radio station KANS, winner of the 1952 gold medal award of National Board, addressed the schools and a Chamber of Commerce luncheon. Max Marshall, Phoenix-Connecticut special agent, gave his demonstration on home electrical safety at the luncheon.

## America Fore Names Smith

W. Embry Smith, former local agent at Bowling Green, Ky., and for 20 years connected with the farm department of America Fore, has been named state agent for the group's farm and hail departments. He will office at Bowling Green in the Fila building. Mr. Smith has had 27 years' experience in farm and local agency work.

E. M. Van Horn, Wichita local agent and one of the founders of Fire & Casualty Agents of Wichita, is recuperating at St. Francis Hospital following an appendectomy.

## "Prudential's LIFE DEPARTMENT plan made LIFE selling easier for me."



Wilbert L. Borchers  
Suite 413,  
11 W. Monument Bldg.  
Dayton, Ohio

"I'm a general insurance man," says Wilbert Borchers. "Until I learned about Prudential's LIFE DEPARTMENT plan I sold very little life insurance. Their LIFE DEPARTMENT plan made LIFE selling easier for me. Now I offer all my clients a complete life insurance service. And at the same time I've added to my income."

We'll make it easier—and profitable, too—for you to sell LIFE along with your regular business.

For details about Prudential's LIFE DEPARTMENT plan, call your nearest Prudential Ordinary Agency or . . .

## MAIL THIS COUPON

To: BROKERAGE SERVICE  
The Prudential, Newark, N. J.

I want to know more about Prudential's LIFE DEPARTMENT plan and how it will make LIFE sales easier for me.

NAME . . . . .

ADDRESS . . . . .

PHONE . . . . .



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**PRUDENTIAL**

Insurance Company of America

A mutual life insurance company

Home Office  
Newark, N. J.

Canadian H.O.  
Toronto, Ont.

Southwestern Home Office  
Houston, Texas

Western Home Office  
Los Angeles, Calif.

## Pathfinder Article Says 50/100 Limits Advisable

The April issue of the monthly magazine, Pathfinder, as the top item in "news that matters to consumers and business men" says that anyone who earns between \$5,000 and \$25,000 a year is now being advised by attorneys to carry \$50,000 bodily injury and \$100,000 property damage. Where incomes are less than \$5,000 the suggested figures are \$25,000 and \$50,000.

Lawyers are giving this advice, it is said, because more is needed due to high jury verdicts. Two long articles related to insurance are in the same number. One is a detailed discussion on proposed methods for building more safety into automobiles and the other is an explanation of the electronically operated radar devices now being used to detect and catch speeders on the highways.

## SWISS REINSURANCE COMPANY

of Zurich, Switzerland  
Organized 1863  
UNITED STATES BRANCH, ESTABLISHED 1910

United States Manager  
**J. K. BATTERSHILL, INC.**  
J. K. Battershill, President  
161 East 42nd Street  
New York 17, New York

## COMMERCIAL STANDARD

a Multiple Line "A" rated company  
With Policyholders SURPLUS  
OVER THREE MILLION DOLLARS

Now in its Twenty-ninth year  
of PROGRESSIVE DEVELOPMENT

WRITES  
Automobile (All Coverages)  
Workmen's Compensation  
Public Liability  
Burglary  
Plate Glass  
Bonds

FIRE, EXTENDED COVERAGE  
INLAND MARINE

## COMMERCIAL STANDARD

Insurance Company

FORT WORTH, TEXAS

NO STANDARD HIGHER THAN COMMERCIAL STANDARD

## Zone 5 Commissioners Hear Plans Not Geared to Rating

(CONTINUED FROM PAGE 1)

ules; that experience on public buildings be collected in accordance with the definition applying thereto and in those states in which special rate consideration is granted such property; and that experience for business interruption be collected separately from other time element coverages.

The fire and casualty analysts also recommended that the auto liability statistical plan of the National Assn. of Independent Insurers and those of the Mutual Insurance Rating Bureau and the National Bureau of Casualty Underwriters each be changed in certain respects "in order that more complete and homogeneous data may be available for review in rate level changes." Suggested changes for each of the statistical plans were outlined, most of which were directed to the N.A.I.I. system. The report urged a greater breakdown of auto statistics within territorial classifications for rate making purposes and suggested that bodily injury statistics be also collected by policy limits.

Spalding Southall, recently resigned Kentucky commissioner, described the constructive value of the accomplishments of N.A.I.C. to the insurance business, policyholders, and to state insurance departments in the daily discharge of their official duties. "In addition to model legislation, the association has given birth to many new ideas," he said. "An outstanding example is that of multiple line underwriting", the concept of which in the end will have a more profound effect upon American insurance than will the legal concept of interstate commerce, he asserted.

The constant turnover of commissioners unavoidably slows the pace of N.A.I.C. processes and often leads to complaints that the association is too slow in reaching decisions. These delays, he said, have avoided hasty conclusions on important matters. "If the work of the association is to continue to receive high acceptance it will be because its product continues to reflect careful study and seasoned consideration. I, for one, am grateful that the association neither possess the machinery nor the inclination for precipitate action." He objected to any thought of ever closing N.A.I.C. meetings to industry representatives, stating that their presence served "an indispensable, practical purpose" preventing association recommendations from being made on basis of what he termed "ex parte" consideration.

On the impact of multiple line forms, underwriting, and rating ideas on insurance, Mr. Southall warned the commissioners not to permit the "high promise of multiple line underwriting to become lost" in the maze of rules and schedules and control of competition "that for so many years has operated to shield so large a part of our fire insurance business from the impulses of progress." Commissioners owe a special concern with insurance legislation in their own states not alone to protect the people against unsound and unfair conditions in insurance but also to protect the insurance business "against unsound impositions upon it in the name of the people; in this latter respect we hold a position of great strategic value. Of all the people in government, we are the ones who can most effectively use the truth as to legislation affecting insurance."

Commissioner Frank Sullivan, Kan-

sas, chairman of zone 5 and past president of N.A.I.C., and who presided over the meeting, discussed the problem of raising ethical standards of accident and health agents, pointing out that licensing and qualification laws are often of little help, since corrective action against abuses has to be based on specific grounds, such as misrepresentation, twisting and rebating, while the complained of practice may be just within the law. The problem of agents' ethics is a burden of management, he said. Action should be collective among companies, for poor ethics on part of one accident and health company reflects upon the industry as a whole.

Accident and health advertising is another field in which company managements should police themselves to make regulation unnecessary, he continued. "A first would be for management to examine their advertising



At the zone 5 meeting of N.A.I.C. last week (left to right) Walter Davis, Mississippi commissioner; Key L. Davis, Chicago, midwestern manager of Assn. of Casualty & Surety Companies; William Leslie, Jr., assistant manager National Council on Compensation Insurance, and Commissioner Lawrence Leggett of Missouri.

against those principles adopted by N.A.I.C. I guarantee that comparison will be a revelation."

On the minimum loss ratio, he warned that a return to the policyholder of 25% of each premium dollar may not be equitable and could lead to further legislation giving states power to approve, and thus control, A. & H. and hospitalization rates. Increased benefits or reduced premium by companies could make unnecessary such legislation.

Commissioner U. A. Gentry, Arkansas, was zone 5 host. In addition to Messrs. Sullivan and Gentry, other zone 5 commissioners attending were: Thomas R. Pansing, Nebraska; Ralph F. Apodaca, New Mexico; Donald F. Dickey, Oklahoma; Garland A. Smith, casualty commissioner of Texas insurance commission; and Ford S. Taft, Wyoming.

Commissioners from other zones who attended included Lawrence Leggett, Missouri; D. D. Murphy, South Carolina, vice-president of N.A.I.C.; Walter Davis, Mississippi; Zach D. Cravey, Georgia; Spalding Southall, Kentucky, and Wade Martin, Louisiana, president of N.A.I.C.

The gathering opened Wednesday afternoon, April 1, with staff meetings of the various departments. A banquet and dance was given at the Little Rock Country Club Thursday evening for the visitors by the seven domestic Arkansas companies who were assisting Commissioner Gentry as hosts to the regional meeting.

Two former Arkansas commissioners, J. Herbert Graves and M. J. Harrison, president of N.A.I.C.'s Passe Club International, were in charge of all arrangements for the meeting for Commissioner Gentry.

April 9, 1953

## Agency Insurers Eye Finer Auto BI, PDL Classes

(CONTINUED FROM PAGE 1)

made. The changes that are being discussed would, it is believed, put the agency companies in a decent competitive position.

On one point, the refined classification is apt to have no influence, it is said. That is the pressure for merit or demerit rating plans. That, it is believed, will continue.

Agency stock companies apparently are not at all attracted by the 6-months policy, though its adoption by the mutuals may place it in a different light, particularly in these times of high automobile premiums. The size of premium is not apt to be reduced very soon, at least to the extent of robbing the 6-months feature of some of its attraction. The opposition of the stock companies has been on the basis of cost, and the mutuals admit that they may even have to handle some 6-months policies on the installation basis.

Ways of holding down the half-year insurance cost have been explored; for example, renewing with a premium receipt and going as much as possible to a mechanical basis. Use of rates in effect on the extension date and continuing to make rates on the basis of the policy year (and not half-year) would be another way to hold down costs.

## Another Insurer Goes to 20% Brokerage in East

At least one company group has moved to meet substantially the new brokerage commission of 20% in Eastern Underwriters Assn. territory, excluding New Jersey and metropolitan-suburban New York, which one large fire insurer recently put into effect. Close observers believe that the move definitely threatens New York City and suburban and are much concerned because that fire volume is substantial.

Though there have been some stirrings in Massachusetts and Boston, executives show considerably less concern about the commission situation there than the new brokerage commission and its possible effect on New York. In Boston and Massachusetts there was some increase in agency commissions more than a year ago, and there have been some changes gradually applied since. But apparently the development shows few signs of getting out of hand.

## Surety Men Hear Kyle

Methods of construction of a third tube of the Lincoln Tunnel connecting New York City and New Jersey were outlined by John M. Kyle, chief engineer of the Port of New York Authority, at the monthly meeting of Surety Underwriters Assn. of the City of New York on April 2. The additional tube is expected to cost \$90 million and should be completed by the end of 1956.

Business discussions and committee reports also featured the association meeting, presided over by Tracy A. Clute, Globe Indemnity.

## Don't Like Magnuson Report

American Academy of General Practice, the organization representing physicians in general practice, at a meeting last week strongly criticized the Magnuson commission report. The group held that following the recom-

mendations of the commission would be "the quickest and surest way to entirely eliminate the family physician."

## Aetna on Mo. River Bond

Aetna Casualty is the company writing the bond on the J. A. Jones Construction Co., Charlotte, N.C., and Western Contracting Corp., Sioux City, Ia., which with the Massman Construction Co., Sioux City, have been awarded a contract at \$14,525,046 for construction of the power house substructure, intake structure, spillway and earthwork on the Missouri river four miles from Yankton, N.D.

## Revise Classification Book

The occupational classification manual of H. & A. Underwriters Conference has been revised and is now ready for distribution. This is the first complete overhaul since 1936, and has been in the mill for two years. James T. Helverson, Washington National, was in charge of the project committee.

Guertin Carroll, Seattle manager of American Bonding, was the speaker at the University of Washington Insurance Society April 9 meeting.

## Maloney Charges Surplus Line Abuses in Cal. Case

LOS ANGELES—Commissioner Maloney of California has served accusation papers on Swett & Crawford, managing general agents and surplus line brokers, charging violations of the insurance code with respect to coverage placed in non-admitted insurers and seeking to place insurance in an effort to secure a lower rate. Swett & Crawford has 15 days from April 2 in which to seek a hearing.

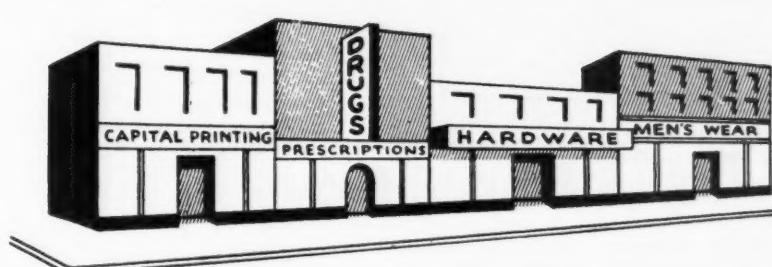
The accusations involve coverage on the business of the Tanner sightseeing touring business. It is said that Swett & Crawford placed garagekeepers liability in a non-admitted insurer after a policy in an admitted company had expired; that the agency sought to replace a policy of Pacific Indemnity at a lower rate than the lowest rate of an admitted insurer; that the line was placed with London Lloyds effective from March 21, 1951, to March 21, 1954; that the legal liability of the insured could have been procured in an admitted company; that Swett &

Crawford misrepresented facts in the case to the Surplus Line Assn. as to the type of coverage under one of the forms, and that the agency failed to answer questions 5, 6 and 7 on the assigned risk form sent them, instead answering "not obtainable from admitted carrier," that they falsely represented to Surplus Line Assn. that the legal liability was excluded from the forms in question, and falsely represented that the insured's liability was covered by Pacific Indemnity.

Maloney also says that the Pacific Indemnity policy covered only the liability at the Tanner terminal at 1208 West Third street, Los Angeles, and that Swett & Crawford failed to list a return premium in reply to a surplus line inquiry, and that three cover notes had an earned premium of \$250 during the period Dec. 22, 1950 to March 31, 1951, for which Swett & Crawford failed to charge Tanner, and acting on behalf of Pacific Indemnity had allowed the \$250 premium to Tanner.

Oakland (Cal.) Assn. of Insurance Agents has set May 22 for its annual golf party at Castlewood Country Club.

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Accidental Death and Dismemberment and Accident and Sickness for the employee.

Hospital-Surgical for the employee and his dependents (Dependency coverage optional with the individual employee).

Written on non-occupational or 24-hour coverage.

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# ACCIDENT

## Health Council Reelects Officers

All officers of Health Insurance Council were reelected at the annual meeting last week at Chicago. Ralph T. Heller, Prudential, is chairman; James Andrews, Jr., L.I.A., Louis A. Orsini, Bureau of A. & H. Underwriters, and James R. Williams, H. & A. Underwriters Conference, are vice-chairmen, and Alice M. Chellberg, American Mutual Alliance, is secretary.

The group discussed the possibilities which appear to be good, of adopting uniform claim forms for all phases of health insurance. C. J. McBride, Travelers, chairman of a special committee on this subject, said his group is working with International Claim Assn. and will begin immediate development of claim forms used by doctors and hospitals. Top priority is to be given to individual A. & H. hospital expense forms, attending physician's statement, loss of time forms.

Also it is planned to make uniform forms for group A. & H. including surgical forms or physician's statements, and loss of time forms, and individual and group life.

Fringe benefits also will get this treatment on all other forms of A. & H. under which the doctor or hospital is required to submit claim information.

The group hospital admissions plan has acted as a pilot project in developing a blank for admissions and identifications, and this is already in use in more than 30 areas in the U. S. Companies have been urged to implement adoption of this on a nation-wide basis by the middle of summer.

Dr. Harry Ungerleider, Equitable Society, presented for his committee a finished draft of a recommended standard medical nomenclature for use in getting up surgical schedules.

## Neal Discusses Future of Voluntary A. & H. Coverage

The future of voluntary A. & H. insurance hinges on improved relations between companies and doctors and hospitals, Robert R. Neal, vice-president and counsel of North American Accident, told the April meeting of Chicago Home Office Life Underwriters.

Mr. Neal, who is also president of H. & A. Underwriters Conference and chairman of the medical liaison committee of Health Insurance Council, cautioned that doctors and hospitals dissatisfied with A. & H. benefits are apt to adversely influence the opinion of the patient toward the coverage.

He intimated that a public convinced of the inadequacy of available insurance would become an easy convert to federalization of insurance and compulsory medical care.

It was pointed out that through the Health Insurance Council relations between companies and hospitals have already accomplished some tangible improvements. As a result of the council's work, group hospital admissions plans are in effect and meeting with success in 40 cities.

Mr. Neal also said the problem of resolving the differences of coverage in medical and surgical fees is becoming more complex due to the varying doctor fees that make it difficult for the business to classify and properly sched-

ule the related indemnities for the various types of medical care.

He concluded that it is important that doctors give equal credit for the prepaid dollar whether it be from private insurance or some established plan. Failure to do so would cause insurance to be blamed for increasing the overall cost of medical care, he said.

## C. F. Brusnighan Resigns

### Bankers L. & C. Post

Charles F. Brusnighan, vice-president and an agency director of Bankers Life & Casualty, has resigned. He had been with the company since 1938.

He started in insurance as an agent for Western & Southern at Peoria in 1934, two years later becoming superintendent of agents at Pekin, Ill. In 1938 he went with Bankers L. & C., later going to the home office in the claim and underwriting department. He was put in charge of the industrial department of Bankers in 1944, and has since established about 20 industrial offices throughout the country. In 1949 he was elected vice-president and appointed agency director. Mr. Brusnighan plans to remain in the insurance business, although he has not announced his future plans.

## Panel for New Yorkers

A. & H. Club of New York at the April 16 meeting will hear a panel discussion on A. & H. claim administration. F. E. Boes, Metropolitan Life, club president, will be moderator, and the panel members will be Horace E. Pascal, Mutual Benefit H. & A.; Hal E. Kinne, Massachusetts Protective, and Lester F. Farrell, Continental Casualty.

## Dickey Blasts Sales Tactics

Commissioner Donald F. Dickey of Oklahoma, appearing before a house-senate appropriations committee in asking for insurance department funds, let loose a blast on the sales techniques employed in the A. & H. business.

"It's a crime, the misrepresentation that is going on" in the sale of A. & H. policies in Oklahoma, he said. He added that the largest number of complaints come from buyers of hospital insurance who say agents do not properly tell what is and what is not in the contract.

Mr. Dickey also said that applications from agent licenses are not properly reviewed, and urged that a full-time attorney be hired to pass on them.

## Congress at Eau Claire

The spring sectional meeting of Northwest Wisconsin A. & H. Assn. was held at Eau Claire, with representatives attending from Wausau, La Crosse and other cities for a combined sales congress. Speakers included Thomas Callahan, Time, Milwaukee, International vice-president; Robert Morris, Loyal Protective, Milwaukee president; Maurice Olson, Milwaukee, Continental Casualty superintendent of agents for Wisconsin; Will H. Froelich, Wisconsin manager of Occidental Life, and Dale B. Potts, brokerage manager, both of Milwaukee. Gibson Wright, Continental Casualty, Eau Claire, conducted the meeting as Northwest president. Officers of the Eau Claire association assisted in the arrangements.

## Plan Costs Forum

A home office costs forum will be conducted by the costs committee of H. & A. Underwriters Conference Oct. 19-20 at Chicago. This is the first such meeting. Gordon M. Grady, Monarch Life, is committee chairman.

## Kansas A. & H. Group Has Big Sales Rally

Four speakers were heard at the sales congress sponsored by Kansas Assn. of A. & H. Underwriters last week at Wichita, and they drew a crowd of nearly 100.

Lead-off speaker was John G. Galloway, Birmingham, president of the International association, who warned that companies and agents will not survive if they offer dollars alone. The public is paying the freight, and the agent and company must both render service, he warned. He urged the agents to give their time to educational meetings and to association work, and commended the efforts of companies in their training programs.

Roy Cox, manager of A. & H. sales for Prudential at Houston, in his talk on "Future Unlimited" mentioned three problems he felt should be dealt with. Mr. Cox suggested that steps be taken to devise some method to provide A. & H. for persons that are now uninsurable. He also said the companies need to be sure that a sufficiently high percentage of premiums is being returned to the policyholder in the form of benefits if criticism by the government is to be avoided. The business needs to work more and more with medical societies in correcting cases where the purpose of insurance is aborted by the physician increasing his fees because the "out of pocket" expense of the patient is reduced by insurance.

E. L. Mack, Provident L. & A., sales congress chairman, presided at the afternoon session, at which Don Compton, general agent of Washington National at Wichita, spoke on "Sales and Service." He commended the efforts of Commissioner Sullivan of Kansas to keep the A. & H. business in good shape. He called attention to the mail campaigns for hospitalization prospects and asserted "we must clean up our own back yard or someone else will do it for us." The agent must have the cooperation of his company and needs a sales guide which the company will follow, he said. Ninety per cent of complaints originate in the field when the application is taken, according to Mr. Compton, and the agent must be sure that his client understands the coverage.

The closing speaker was Sig Stotrup, of the sales training division of the Mutual Benefit H. & A., who gave an analysis of the close directed particularly to new agents. He said the close is simple—merely "summarize and close." It is impossible to close unless a good foundation has been built, he said, and with a good foundation the close is a logical conclusion. Many experienced salesmen say they have no trouble in closing.

At an open discussion at the end of the program, Mr. Galloway said the International now had 4,824 members and is gaining at the rate of 4% a month. However, there are 165,000 persons in the A. & H. business who are being served by the International who should be members.

Earl E. Strimple, General American Life, Wichita president, presided at the opening session and at the business meeting.

## L. C. Halley Promoted

Louis C. Halley, educational director of Security Life & Accident, has been elected assistant vice-president.

Mr. Halley has been in insurance since 1937. He has been active in edu-

cational work and is a past president of Rocky Mountain C.L.U. In 1952 he was appointed director of the disability insurance sales course that is conducted by International Assn. of A. & H. Underwriters.

## Lamb New Michigan Life President, Up Ekberg

Scott E. Lamb has been elected president of Michigan Life to succeed the late Alex J. Groesbeck. Mr. Lamb has served as executive vice-president since 1935.

In addition, Walter H. Ekberg has been advanced from secretary to vice-president and secretary.

Mr. Lamb is a graduate of University of Michigan and has been in the banking and insurance business since 1917. He was chief examiner for the Michigan banking department from 1920 to 1924. He is president of Peoples State Bank of Belleville and recently sold his interest in Peoples Bank of Trenton, after having served as president for 20 years.

## Hear Knight at Columbus

William A. Knight, Federal Life & Casualty, Cleveland, president of Ohio Assn. of A. & H. Underwriters, addressed the Columbus association.

## McIlhargey in Toledo Post

John F. McIlhargey has been named Toledo (O.) general agent of North American Accident, succeeding the late Edwin Metzger.

## Cold Canvass Demonstrates How to Sell B. I. Insurance

"How to Sell B. I. Insurance" was demonstrated by Preston Bacon of the Northcott & Bacon agency, Newton, at a zone educational meeting of Kansas public relations and educational committee at Hutchinson. In advance, Mr. Bacon selected 10 Hutchinson firms at random for sales calls, being a stranger to all and an out of town agent. Six of the 10 were out of town. He sold three of the other firms B. I. coverage, and then turned the orders over to the Hutchinson agent of their choice.

Also on the program were Walter W. Rowse, Wichita, regional manager of Western Adjustment, on "Improvements and Betterments", and Don Barr, Wichita, National Union special agent, on "Storekeepers Liability". Following a dinner, there was a panel in which the three speakers participated, assisted by Curtman Maupin, Topeka, Home manager, and E. A. Fikes, farm special agent, also with Home. Dean K. Snapp, Topeka, National state agent, was chairman and Wade D. Patton had charge of local arrangements.

## Foster in Eastern Pa. Field

William R. Foster has been appointed special agent of Camden Fire in eastern Pennsylvania, with headquarters at Bethlehem. He entered insurance work after air force service and has had experience in the automobile and inland marine departments. More recently he has been a senior underwriter in the local department.

He replaces Garwood E. Cunningham, who is returning to the home office as manager of the staff adjustment department.

W. S. Gibbons, Wichita, secretary of Kansas Fire Prevention Assn. and retired state agent of St. Paul, is reported somewhat improved after an attack two weeks ago but is still confined to his home.

## CHANGES

### Johnson Named Travelers Manager at Toronto

Ormand S. Johnson, who has been assistant casualty manager of Travelers at Toronto, has been appointed manager. He succeeds Harry C. Leavens, who retired after almost 34 years service.

Mr. Johnson started with Travelers as a field supervisor at Toronto in



Ormand S. Johnson



Harry C. Leavens

1930. He was appointed assistant manager in 1934. Mr. Leavens was graduated from the home office training school in 1919 and was appointed a special agent. He was appointed assistant manager in 1920 and named manager at Winnipeg in 1922.

Mr. Leavens transferred to the home office staff in 1924 as an agency assistant. He was named assistant superintendent of agencies of the casualty, fidelity and surety agency department in 1927 and returned to Toronto in 1946.

### Felix Hargrett Goes on Home Indemnity Board

Felix Hargrett, vice-president and secretary of Home Indemnity, has been elected to its board of directors. He is also vice-president and secretary of Home. He is a graduate of University of Georgia and joined Home in 1925. He was a commander in the navy during the last war.



Felix Hargrett

### Ellithorp Baltimore Head

E. Dean Ellithorp, formerly assistant agency superintendent in the home office, has been appointed service office manager of Indemnity of North America at Baltimore. He will succeed James J. Moore, who has been assigned other important duties.

Mr. Ellithorp joined Indemnity in 1948 in the Philadelphia metropolitan office. He served as special agent at Baltimore and assistant manager at Wilmington before going to the home office.

### Klick With Public Service

Barry R. Klick has been named assistant production supervisor of Public Service Ins. Co., Fort Wayne, Ind. After war service he went with Travelers at Peoria, Ill., and since 1949 has been in charge of production and field work at its South Bend office.

### New Standard Claim Men

Standard Accident has appointed these claim men: Thomas S. Velis at Detroit, Joseph T. Conwell and George W. Harding at San Francisco and

Frank X. Gilligan at New York. Ralph M. Eden, Baton Rouge claim manager, has been transferred in the same capacity to Atlanta.

### Kuenker, Smith V. P.s

Arthur S. Kuenker, who has been actuary of U. S. F. & G. since 1946, and Leslie M. Smith, who has been assistant vice-president in charge of the statistical department, have been elected vice-presidents. Thomas M. Tongue, superintendent of the purchasing and supply department, was elected assistant secretary.

### Great American Ups Thirteen Executives

(CONTINUED FROM PAGE 4) operations of the fire companies in Michigan. Earlier this year he was elected vice-president of Detroit F. & M.

Mr. Mankel, a graduate engineer of Carnegie Tech, joined Hartford Fire in 1925 as special agent and engineer in Washington and Oregon. He went with Great American group's Pacific department at San Francisco in 1938 and was appointed assistant secretary in 1947. He becomes assistant to Vice-President Ryman, who is in charge of the department.

Mr. Matthew, a 1932 Stanford University graduate, joined Great American Indemnity in 1936 as a special agent in the Pacific department and later was assigned to production, underwriting and administrative duties at San Francisco.

Mr. Gamble, a Penn State College graduate, went with the Philadelphia branch office as an accountant in 1929. After serving in the field he went to the home office in 1936, and following military service was appointed assistant secretary in 1948. He is presently in charge of the research department. Mr. Mallalieu went with Schedule Rating Office in Newark in 1929 and joined Great American in 1939. He served as special agent in New Jersey and West Texas, going to the home office in 1948. Elected assistant secretary in 1951, he is now in charge of the home office brokerage department.

Mr. Lydecker, a Princeton University graduate, joined Providence Washington in 1939. After war service in the navy, he rejoined that company. He went with Great American as head of its inland marine department in 1953. Mr. Welch, a Syracuse University and Temple University Law School graduate, went with Great American Indemnity in 1934 in the New York claim department and has had varied field experience in an executive capacity in branch claim offices, particularly in Pittsburgh and Philadelphia.

Mr. Kiebel went with Dubuque Fire & Marine at Dubuque in 1923, joining Great American in 1942. He became superintendent of the loss department in 1951. Mr. Whitford had office and field experience of the Pacific Coast, in the Rocky Mountain territory and in the southwest. In 1950 he became special agent for Great American in Kansas, becoming Chicago office executive assistant in 1951.

Mr. Hoskinson, a University of Iowa graduate, served several years before and after World War II as special agent and supervisor in Cook county, for the Home. Joining Great American in 1951, he was placed in charge of Cook county and St. Louis operations upon the promotion of Walter A. Harvey to the fire group's Michigan department in Detroit.



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Brand new heating unit, new copper plumbing, new appliances, everything new from the ground up. And, best of all, proper Fire and Allied Insurance in keeping with today's new values.

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You know more than we do about the kind of houses you insure —ranch, modern, colonial, traditional, old-fashioned, big or little. BUT WE KNOW that a goodly percentage of the older homes ARE UNDERINSURED.

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## N. J. Panelists Show How to Place Personal Insurance

(CONTINUED FROM PAGE 9)

certain type of policy is passing. When this method was used and the same clients solicited, on successive rounds, a more or less complete program was accomplished. However, after each call the client must have hardened himself to a more adamant no on the next one. This method gave the client the idea that the various types of coverage were unrelated. It became necessary to present the general over-all program at one time to show the relation of one coverage to another.

The survey method now is considered standard by most good agents, he said. It satisfies the responsibility of the agent to see that every customer has the opportunity to decide what to buy. It gives the customer the benefit of complete counsel. It shows him that the agent is willing to work for his pay and it develops real customers. The agent can handle his full account instead of a single line, which, at today's costs of operating, is unprofitable.

The form of the survey and the time taken to prepare it depend largely on the prospect's ability to buy coverage. For the small home owner the agent can use a prospect card with information about insured and checks off types of coverages applicable to a dwelling owner-tenant. These are available from most companies or the agent may design his own. It is important to check off the items discussed in insured's presence as an indication to him that the agent has a record of the interview. The agent should retain the card in his files. Its value will become apparent when he has his first uninsured loss. The cards can be reviewed from time to time to guide further efforts on lines not sold.

In discussing existing policies, the agent should be sure he is correct in his criticism. If there is any doubt, insured will certainly favor the opinion of his friend who issued the policy. With the

survey the agent sells himself now, with the prospect of selling insurance later. So be sure to make expiration records and solicit them promptly and properly. With a little experience, this type of survey requires no more time or work than a haphazard interview.

If the prospect is more substantial, the agent can use a more complete or exhaustive survey, which will impress the prospect.

It is not only what the coverage consists of, or the protection it affords that is important, Mr. Thistle said, but also its relationship to other forms. He noted that insured can apply 10% of the amount specified for the dwelling to private structures on the premises, which eliminates the necessity of specific insurance on garages or outbuildings in some instances. However, this does not apply on mercantile, manufacturing or farm buildings, nor to buildings rented to others. And it is only one 10%, not 10% on each.

Most leading institutions now require extended coverage, he said.

Additional E.C. has only been slightly sold, probably due to its appearance at a time when E.C. rates were increased; lack of complete understanding as to coverages, and the feeling that possible serious loss is remote. Mr. Thistle believes the form will become increasingly prominent, especially after another winter with ice storms like the one just past. A prominent loaning institution recently got out a circular advocating attachment of A.E.C. to all dwelling policies and offsetting the cost, if necessary, by using the deductible E.C.

Most dwelling owners have obligations that will continue even though they are burned out, such as principal and interest, taxes, etc., or are relying upon income received from renting. The need for rent or rental value insurance is therefore prevalent.

Mr. Thistle thinks that it is prudent always to consider additional living expense when discussing rent insurance.

ance because the two time element coverages are closely related. The former provides for the necessary additional living expense incurred by insured to continue as nearly as practical the normal conduct of his household. It is the excess of the total cost of living over and above the total cost that normally would have been incurred. This may be a sizable amount considering the cost of hotel rooms, meals at restaurants, laundry, transportation, etc.

Or would insured prefer to move in with his mother-in-law?

Mr. Myers thinks that in any personal insurance program A&H. income protection should come first. Everything insured has, practically, depends on income. Automobile insurance is a must in almost every family. Machines could be built to issue policies cheaply but agents can do the job better. Every buyer has a right to know what he is getting for his money. He is entitled to be sure his policy is correctly written as to warranties, that he has proper (and perhaps statutory) limits, bodily injury and property damage, that he has all of his vehicles insured, and that he has every type of coverage he needs.

Among the coverages the policy includes are medical payments, drive other car coverage for children, broad form DOC cover for parents, trailer cover, comprehensive material damage and deductible collision. Each case requires study as to coverage need.

Dollar for dollar, the CPL is the best liability buy on the market today. But Mr. Myers advised agents not to let the title deceive them or clients. If insured has more than one residence or piece of property, or a business of any sort is conducted at the residence, declare it or the policy may not be comprehensive in scope. The same goes for more than two boarders or 3-car garage.

## New Okla. Company

General Bonding Fire of Oklahoma City has been licensed to write fire and allied lines, including auto full coverage, in Oklahoma. This is a new company, with J. H. Edwards as president; John C. Pearson, Jr., and Clyde B. Whitwell, vice-presidents; J. B. Dudley, Jr., secretary, and George H. C. Green, treasurer.

## S. C. Benefits Increased

A bill increasing maximum weekly workmen's compensation benefits from \$25 to \$35 was given final passage by the South Carolina legislature. The benefit waiting period is increased from three to seven days, and the period after which benefits would be paid for the initial waiting time is increased from 14 to 28 days.

## Landis Engineer at L. A.

W. L. Landis has been appointed engineer at Los Angeles for Springfield Fire & Marine. Before joining the company in 1951 he was with Pacific Fire Rating Bureau. He succeeds Barton F. Stratton, recently named superintendent of agencies in the Los Angeles area. John E. Campbell takes over Mr. Landis' position as office supervisor in Pacific department headquarters at San Francisco.

The new \$5,500,000 Beekman-Downtown hospital, first voluntary general hospital to be built in Manhattan in 20 years, was dedicated this week. This is the hospital that serves, among others, the insurance district and insurance leaders have taken an active part in raising funds for its construction.

## Companies Not Responsible for WC Rate Levels: Leslie

(CONTINUED FROM PAGE 12)

shots at the compensation insurance rates were instead directed into safety education channels."

The employee's influence in the rate-making picture can be ascribed almost entirely to human nature pure and simple, Mr. Leslie asserted. For example, during the great depression of the early 30's, compensation carriers were hit hard by a flock of reopened cases and additional awards. During the war years, on the other hand, with jobs going begging and straight and overtime wages at new highs, "you could see a man doing time-keeping work with his arm in a cast, having broken it on the job only that morning. This is human nature and cannot be changed, but the point is that it has its effect on rates—and we have got to live with it."

Mr. Leslie went on to say that the workers' compensation insurance business is highly competitive in price and in service and, as a consequence, all participating and non-participating companies strive for more economical operation. "Even if this keen rivalry did not exist, individual company self-interest produces, in practice, the same result. Our rates are based on the expenses, reported under your uniform accounting regulations, of the average non-participating company; not the least efficient as has sometimes been falsely alleged. Therefore, those higher than average in expenses are constantly striving to cut costs consistent with service in order to make ends meet."

"The general expenses of insurance carriers on their compensation business run less than 10% of the premium. This is the overhead; the cost of running the private insurance companies. I think this is an impressively low figure, especially if you consider that the states themselves, by way of premium taxes, license fees and the like, take about one-fourth of that for their own coffers. Yes, the states, as a matter of general taxation, sales tax if you will, take out of the compensation premium about one-fourth of what it costs to run the private companies. I am not trying, here, to say that these taxes are necessarily too high—the point is that our operating costs are low."

"Competition has produced this high degree of efficiency. You may rest assured that the great law of the market place is regulating expenses far better than any legislative administrative enactment ever could, and I think it is obvious that this applies to the contingencies or profit margin, too. There is no reason whatsoever to treat insurance companies as though they were public utilities free from competitive restraint. Nothing could be farther from the truth."

Willard Crotty has opened his own agency at Dallas. He has been with Lewis Grinnan Co. as insurance manager and before that was with J. W. Lindsey as head of the insurance department. Mr. Crotty, a C.P.C.U., has been a lecturer on insurance at Southern Methodist University and has been president of the southwest chapter of C.P.C.U.

C. M. Gibson has resigned as vice-president and secretary of the North Wisconsin Agency, Rhinelander, Wis., and has purchased the Phil Horr agency. Mr. Horr is moving to southern California and plans to open a local agency there. Mr. Gibson formerly was an adjuster for Travelers at Rhinelander.

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## Changes Made in Liability Coverage on Fiduciary Banks

Manual changes in general liability coverage for banks acting in fiduciary capacities and for other fiduciaries will be made effective by National Bureau of Casualty Underwriters countrywide April 20 except in Texas, where they will be effective later.

The changes were developed with a committee of American Bankers Assn. and reflect special insurance needs of fiduciaries by providing in a single rule for coverage, as additional interests and without charge, for all parties legally responsible for acts of the fiduciary. Present additional interests rules which involve no additional premium charge have also been incorporated in the new rule.

Provision is made for including coverage for interests of any person or organization with respect to management of real estate, any co-fiduciary or co-representative of insured with respect to his acts or omissions as such, any person or organization legally responsible for acts or omissions of the insured in a fiduciary or representative capacity, and any beneficiary, devisee, legatee, ward, heir or distributee, and any co-owner or life tenant with respect to his acts or omissions as such, in connection with the maintenance or use of property in any trust, guardianship or estate for which the insured is acting as a fiduciary or representative. The inclusion of coverage for many of these additional interests results in broadening of basic coverage. Examples of present additional interests provisions incorporated in the new rule are those relating to coverage for partners, executive officers, directors and stockholders of insured while acting as such.

The insurance provided for the interests of any executive officer or other employee of the fiduciary includes coverage for claims made against such interest for injury sustained by another executive officer or employee of the fiduciary injured in the course of employment. Such coverage, however, is not provided for claims made by an executive officer or employee of any other additional interest covered by the new rule against another executive officer or employee of the same additional interest. No change has been made in the present additional interest rule which requires additional premium charge for coverage of employees of insured other than executive officers.

Other liability changes have been made, the purposes of which are to clarify and define the coverage for product insurance and to broaden the application of certain existing rules relating to determination of premium charge for additional residences and dwellings.

Standard provisions endorsements for the fiduciary liability of banks have been developed for use with the comprehensive general automobile liability and comprehensive general liability policies.

## Houglund Named Manager

Lee Houglund, formerly assistant agency manager of Combined, has been promoted to agency manager of the disability department. He went with Combined in 1947 and was promoted to chief underwriter in 1948, becoming assistant agency manager two years later. Prior to that, after military service, he was with the underwriting de-

partment of a prominent accident and health company and also graduated from Mutual Institute of Insurance and the job instruction training course under the government's training within industry program. He will continue to headquartered at the Combined home office in Chicago.

## Naghten & Co. Appointment

The John Naghten & Co. agency in Chicago has named E. E. Erickson production manager and R. H. Higgins casualty manager. In addition, Charles Prince and Ralph Millard have been named assistants to the casualty manager.

Mr. Erickson, who moves up from casualty manager, has been with Naghten & Co. for two years. He has been in the casualty end of the business since 1938 and is an air force veteran.

Mr. Higgins entered the business in 1939 and has been with Naghten & Co. for about a year. For three years he was Cook county special agent for Standard Accident and prior to that was with U. S. Casualty and American Auto.

Both Messrs. Prince and Millard have had previous insurance experience, the former with the R. N. Crawford agency at Chicago and Continental Casualty, and the latter with New Amsterdam and Bankers Indemnity.

## Scott Joins Luce & Smith

Robert D. Scott has resigned as assistant Ohio manager of Home Indemnity to join the Luce & Smith agency of Cleveland.

Mr. Scott attended New York University, became an adjuster for Travelers at New York in 1935 and later went with Home as special agent. After army service in the South Pacific, he joined Home Indemnity at New York, transferring to Cleveland in 1947 as a special agent.

## Neary Camden D. C. Head

Edmund M. Neary has been named manager of Camden Fire's office at Washington, D. C., which will be located at 1507 M Street, N. W. and will handle the company's affairs in the District, in Maryland and Fairfax and Arlington counties in Virginia.

## Roedel Joins America Fore

Arthur A. Roedel has joined America Fore. He majored in actuarial science, investments and accounting at New York university. He went with Royal-Liverpool in 1938 and joined Home in 1948, where he has since been in charge of the actuarial division.

## Daum North British Special

Robert W. Daum, Jr., has been appointed special agent in association with State Agent John S. Mathews for Philadelphia suburban territory for North British. He is a graduate of Temple University and has been in the agency business for six years.

## Altmeyer to Retire May 8

Arthur J. Altmeyer, social security commissioner, who is 62, will retire May 8 after 20 years with the government. He has headed the social security administration for seven years and before that was chairman of its predecessor, the social security board. His successor will be a presidential appointee.

Charles C. Conklin, president of Northern of New York, is on a business trip to the Pacific Coast

The McClure Agency of Kansas City has opened new and more spacious quarters in the Insurance Exchange Building at Kansas City. This agency has had a big increase in life and A. & H. business.

## Blue Cross at New High

More than 44 million persons are now enrolled in Blue Cross plans, and more than 25 million in Blue Shield plans, according to Richard M. Jones, a director of Blue Cross Commission of American Hospital Assn. These are all-time highs for each plan.

Benefits paid by Blue Cross to hospitals in 1952 reached \$570 million, representing 88.5% of income. Blue Shield benefits were \$208 million, 80% of income.

Blue Cross and Blue Shield executives are holding their annual conference at Highwood, Fla., April 12-16.

Among the speakers is Commissioner Leslie of Pennsylvania.

## R. R. Claim Talk at Chicago

Kenneth A. Carney, chief claim agent of Illinois Central railroad, addressed the April 8 meeting of Chicago Claim Association on "Modern Claim Techniques."

## Recovery Men Elect

David A. Butterworth of Pacific Fire group has been elected chairman of Recovery Men's Forum of New York.

Appearing in business magazines.

# YOU are entitled to know the FACTS about Auto Liability Insurance!

Did you know that fatalities and injuries from automobile accidents lead all others? In 1952 alone, 38,000 men, women and children were killed—over 1,300,000 suffered injuries and property was damaged over \$300,000,000 through automobile accidents! And, especially tragic, most of these accidents could have been prevented!

### WHAT ARE INSURANCE COMPANIES AND AGENTS DOING TO HELP REDUCE THIS TOLL?

Every day, year in, year out, they are engaged in activities designed to reduce automobile accidents. Just a few are:

**ACCIDENT PREVENTION STAFFS**—trained company personnel develop safe driving programs for business and industry.

**INSPECTION SERVICES**—vehicles inspected for insured trucks and fleets.

**LOCAL SAFE DRIVING PROGRAMS**—designed to help make your community a safer, better place, are planned and supported.

**DRIVERS SAFETY AWARDS**—are given by insurance companies for safe driving in thousands of insured companies the nation over.

**HIGH SCHOOL DRIVING COURSES**—instruction for teen-age drivers initiated in many high schools.

**DRIVER SAFETY EDUCATION**—folders, posters, films and booklets are prepared and distributed each year to promote safe driving.

**LEGISLATION BENEFITTING THE MOTORIST**—the Financial Responsibility Laws now in force in most states were initiated and supported by insurance companies and agents. Result: Percentage of insured cars, in N. Y. State alone, increased from 65 to 95!

**OUR AGENT** in your community is helping to make your highways safer and better. If in your business, social or civic activities you can use films, folders, booklets or posters on safe driving—contact him today! If you don't have his name—address our Agency & Production Department—we'll supply it promptly!

### Today's Conditions

#### Since 1940:

Average Increase

Automobile Accidents . . . 54%

Hospital costs . . . . . 135%

Repair costs . . . . . 134%

Jury awards at an all time high!

Automobile Liability rates only . . . . . 35%

**REMEMBER: YOU make tomorrow's rates TODAY!**

Success in reducing accidents and controlling automobile insurance costs requires the constant cooperation of all drivers.

**HOW YOU CAN HELP:** Adopt this simple five-point program!

- Drive Safely
- Obey all traffic regulations
- Support law enforcement
- Keep your car in top condition
- When you serve on juries—award just verdicts—don't yield to emotional appeals!

ACT NOW—join the Crusade against America's Number One Cause of Accidental Deaths and Injuries!

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AVIATION INSURANCE THROUGH UNITED STATES AVIATION UNDERWRITERS, INC.

## Late News Bulletins . . .

(CONTINUED FROM PAGE 1)

Dallas, Tarrant (Fort Worth) and Bexar (San Antonio) counties, class 1 increased \$1, class 2 and class 3, \$2; other urban areas, class 1 increased \$1, class 3, \$1; rural areas, classes 1 and 3 reduced \$1.

Rates for commercial classes 3, 4 and 5 will be higher in all sections of the state. Class 2 commercial will show little change. Garage liability rates for automobile dealers, repair shops and service stations will also be up after May 1. Premiums for comprehensive and deductible collision on private passenger cars will remain unchanged.

### More Companies Join Interbureau Group

Interbureau Insurance Advisory Group has elected National Fire, National Surety, New Amsterdam and the Yorkshire group to membership, bringing the total to 24 groups and 98 fire and casualty insurers.

### Fireman's Fund Appoints Field Men in Two Depts.

John B. Phelan, special agent for Fireman's Fund in the southern California department, goes from Riverside and San Bernardino county territory to Arizona as state agent for automobile and casualty. W. Dana Roehrig of that department has been named special agent for all lines for Tucson and southern Arizona.

In the Pacific department, Larry Castelli has been named special agent and assigned to the North Pacific territory, including Napa Valley. Donald R. Hurst has been named field assistant and transferred to the Denver service office to assist in the development of fire business in Denver and eastern and southern Colorado under the supervision of Al Kerr, state agent.

Mr. Phelan was for nine years an inspector and adjuster in western Canada and for the past eight years a casualty and automobile special agent for Fireman's Fund. He is an army veteran. Mr. Roerig in 1950 was a student agent with Fireman's Fund in Los Angeles and for the past two years has been in the insurance department of H. C. Tovrea Co., in Tucson. He is also an army veteran.

Mr. Castelli has been with the group since 1928 in the fire underwriting department. In 1943 he was named supervisor of the fire survey department in the San Francisco headquarters and in 1950 went to the service and improved risk department.

Mr. Hurst went with Fireman's Fund in San Francisco in 1949, also in the fire underwriting department, being named special agent trainee in 1952.

### PROVIDENT FIRE ENTERS S. C.

Provident Fire of the Royal Exchange group has entered South Carolina. Thomas H. Stronach, of Raleigh, state agent for North Carolina and Virginia, has been appointed state agent for South Carolina also. Mr. Stronach maintains company headquarters is at 300 Raleigh Bldg. & Loan Bldg. in Raleigh, N. C.

The Provident Fire, established in 1924, is capitalized at \$1,000,000. Assets as of December 31 last were \$5,034,685. Surplus to policyholders was \$2,272,685.

### Sheehan on Club Panel

Commissioner Sheehan of Minnesota will make one of his first public appearances since his appointment at the April 13 luncheon meeting of Insurance Club of Minneapolis. He will participate in a panel including several fire and casualty insurance men, discussing some of today's insurance problems and needs.

**JOHN S. TURN**, who retired in 1938 as vice-president and general manager of the Aetna Life companies at New York, died at his home at Tunkhannock, Pa. He was born at Falls, Pa., in 1870. He was president of Drug & Chemical Club in 1930 and was president in 1922 of Casualty & Surety Club of New York. He started in 1875 with Guarantors Insurance Co. He was with U. S. Casualty from 1898-1903, with Travelers from 1903-1914 and then he started with Aetna.

**WILLIAM A. O'CONNOR**, a veteran of more than 50 years in the insurance agency business at St. Louis, died Tuesday at his home at Webster Grove at the age of 64. He had operated his own agency representing mutual companies for the past 10 years. Before that he was with the agency of Thomson, Kincaide, O'Connor & Powers.

### Program for Los Angeles Insurance Day Announced

LOS ANGELES—Program for Greater Los Angeles Insurance Day May 6 has been completed and features four seminars and a luncheon meeting. Ralph L. Inglis, president of Founders of Los Angeles, will be the featured speaker at the luncheon on automobile insurance and compulsory and merit rating plans.

The opening session will have two seminars. The first will be in charge of Casualty Insurance Assn. of Los Angeles, at which John P. McFarland, San Francisco insurance attorney, will discuss "Comparative Negligence." The second will be directed by Southern California Fire Underwriters Assn. and will consist of a showing of safety engineering films, designed to give the agents information to enable them to participate in safety plans.

The afternoon session will open with a panel discussion of loss problems under the new broad form dwelling policy, led by Jay Jones of America Fore, Alex. A. West of Jay Price Co. and A. T. Perrson of Toplis & Harding-Wagner & Glidden.

Pacific C.P.C.U. chapter will be in charge of the final seminar, which will be devoted to casualty marketing problems. Those on the panel will be Joe Parrot of Carnation Co. for buyers of insurance; Crawford Mortensen of the Nollen Allen Co. for the producers; John Spencer of Swett & Crawford, for London Lloyds; K. M. Hough, Anchor Casualty, and Myron S. Platt, Travelers, for the companies. Willard A. Hayden of Miller, Kuhrt & Cox will be chairman of the seminar and Ed Stout, General Petroleum Corp., will be moderator.

### Withdraw La. Filing

National Bureau and Mutual Insurance Rating Bureau have withdrawn

their filings for higher automobile liability rates in Louisiana. The new rates had been filed in February, two months after the effective date of the new state financial responsibility law. Increases were asked, ranging from 2.3% to 35.2%, and it is expected that a revised filing will be made in the near future.

### Mysterious Disappearance Issue Is Won by Insurer

Under a decision of the Louisiana court of appeal, an insurer has won a case involving the issue of mysterious disappearance. The case is Loop vs. U. S. F. & G., 7 CCH (Fire & Casualty) 1126. Mrs. Loop made claim for the loss of a ring. She said she put it on her finger and then with her husband drove to downtown New Orleans three miles away. After doing some errands they drove on to visit friends and there she discovered that the ring was missing.

The insured contended that these facts show a mysterious disappearance and that a mysterious disappearance creates a presumption of theft, that there is no evidence that rebuts the presumption and it must be held that the loss resulted from theft. The court said if the facts made it even remotely possible to accept with any reasonable certainty the presumption that there was a theft it would follow that as a result of this presumption the so-called mysterious disappearance would justify recovery. The court expressed the opinion that the facts do not admit of the acceptance of the presumption that the loss resulted from theft. She did not report the loss to the police or to the insurer until three weeks after it occurred and in her statement to the adjuster she said she felt she had lost the ring and that it was not missing as the result of a theft.

### Agenda for Zone 4

The agenda has been announced for the meeting of Zone 4 commissioners at the La Salle Hotel, Chicago, April 20-21. There will be an early morning get-together of actuaries, chief examiners and deputies and rate supervisors, then there will be a plenary session with a welcome from Insurance Director Barrett of Illinois and a response by Fischer of Iowa, the Zone 4 chairman. The A. & H. supervisors will report. In the afternoon the staff people will hold committee meetings, then there will be a reception.

The next morning the committees of staff representatives will give reports. With Illinois as chairman there will be a progress report of the special committee on rate-making standards for fire and inland marine and a report of the committee with Minnesota as chairman on the fire rate portion of inland marine premiums.

The executive session that afternoon will be taken up with proposed breakdown of schedule T by zones and furnishing examiners for convention examination.

### Extend N. Y. Surplus Law

Governor Dewey has signed the bill which continues to Nov. 1, 1955, authorization for the writing of excess lines in New York in non-admitted companies.

### COHEN LEAVES MO. POST

Bernard L. Cohen, associate counsel of the Missouri department, has resigned and is returning to Kansas City to practice law.

### Peterson Stresses Manpower Needs in W. U. A. Address

(CONTINUED FROM PAGE 2)

bers could make known their personnel requirements with confidence that this information would be relayed to the appropriate school authorities. The schools could bring to the attention of interested companies, through the placement unit, those of their students whose training and interests make them available for employment in the business.

Representatives of W.U.A. would continue to visit colleges, telling the insurance story on an institutional basis, but also armed with specific requirements of member companies.

The National Board, Mr. Peterson suggested, might devote a portion of its advertising in national magazines to the employment opportunities in insurance.

"Unless the present leadership gives serious consideration to this problem we will have failed in one of our primary responsibilities," he concluded, "the perpetuation of topflight management. Thus, in a very real sense, the lessons of the past and our responsibilities of the present can be called the parents of the future."

### Two Regional Meetings Are Arranged in Kentucky

Kentucky Assn. of Insurance Agents has arranged for two district meetings in May, the first for the eastern district at Lexington May 18-19. The keynote speaker will be Roy L. Davis, manager of Assn. of Casualty & Surety Companies, Chicago, on compulsory insurance.

The moderator for the panel discussion will be William Booth, Cherokee Ins. Co., Nashville, and panel members George Gibson, London & Lancashire, Louisville, on fire and William Brown, Glens Falls, casualty.

The western district meeting, to be held at the Kenlake Hotel, about 40 miles from Paducah, will have as chairman Guy Billington of Murray, Ky., and the keynote speaker Emerson Westwick, Assn. of Casualty & Surety Companies, Chicago, "What's New in Traffic Safety."

Moderator of this program will be M. O. Diggs, U.S.F.&G., Louisville, with Jack Taylor, Marine Office of America, discussing inland marine. The panel will also include Messrs. Gibson and Brown.

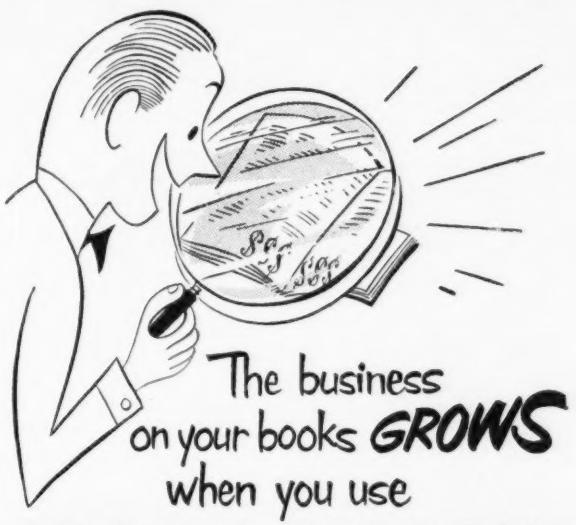
### LOSE PHILA. TAX FIGHT

PHILADELPHIA—Insurance Agents & Brokers Assn. of Philadelphia & Suburbs lost their suit to have the city restrained from collecting the 3-mill mercantile tax from insurance agents and brokers. An appeal was filed and will be heard by the state supreme court when it is in session here the week of April 20.

Attorneys for Tiffet, Layer & Co., brokers, who filed the bill in behalf of the association, argued that the insurance men are regulated by and pay fees to the state department of banking, and that under the Sterling act of 1932, which prohibits a municipality from taxing any subject already taxed or licensed by the state, were not subject to the municipal tax ordinance.

### Roy MacDonald at Lansing

Lansing (Mich.) Life Underwriters Assn. and Lansing A. & H. Underwriters Assn. held a joint meeting this week, addressed by Roy A. MacDonald, assistant managing director of H. & A. Underwriters Conference.



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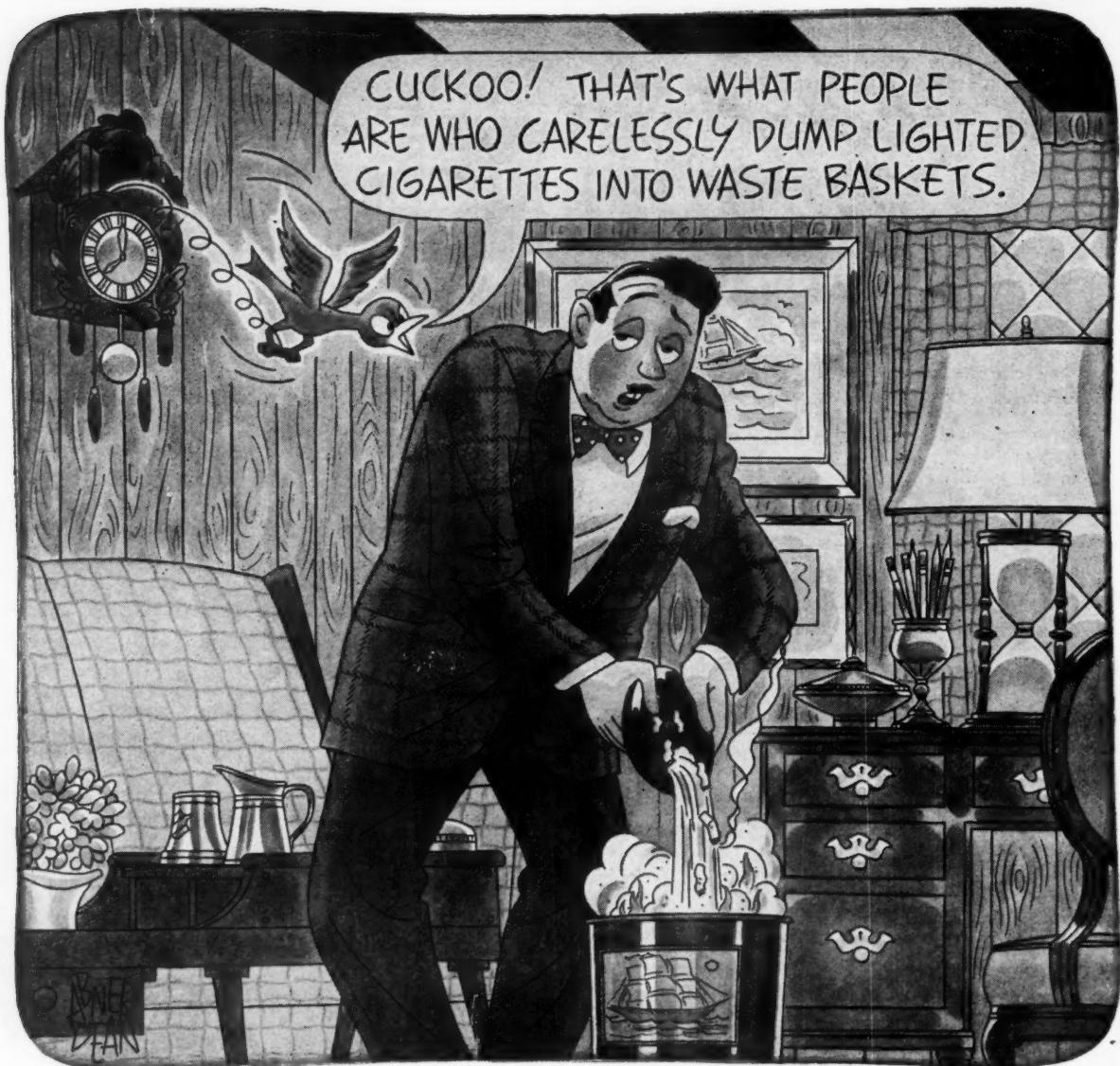
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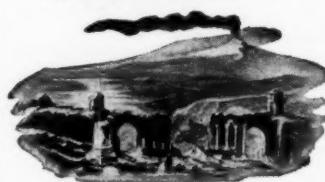
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